Board of Trade Journal

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Front cover photograph

Today, April 29, the Scientific Instrument Manufacturers' Association celebrates its 50th Anniversary. This picture gives some idea of the advance of the measurement process since 1916. It shows the analyser head of a multi-fixed-channel X-ray fluorescence spectrometer used in a new onstream mineral analysis system. As with other British precision measurement apparatus, this piece of equipment is expected to be much in demand overseas.

It is manufactured by Elliott-Automation Ltd., which, like nearly 200 other companies in the £200 million measurement instruments industry, is a member of SIMA.

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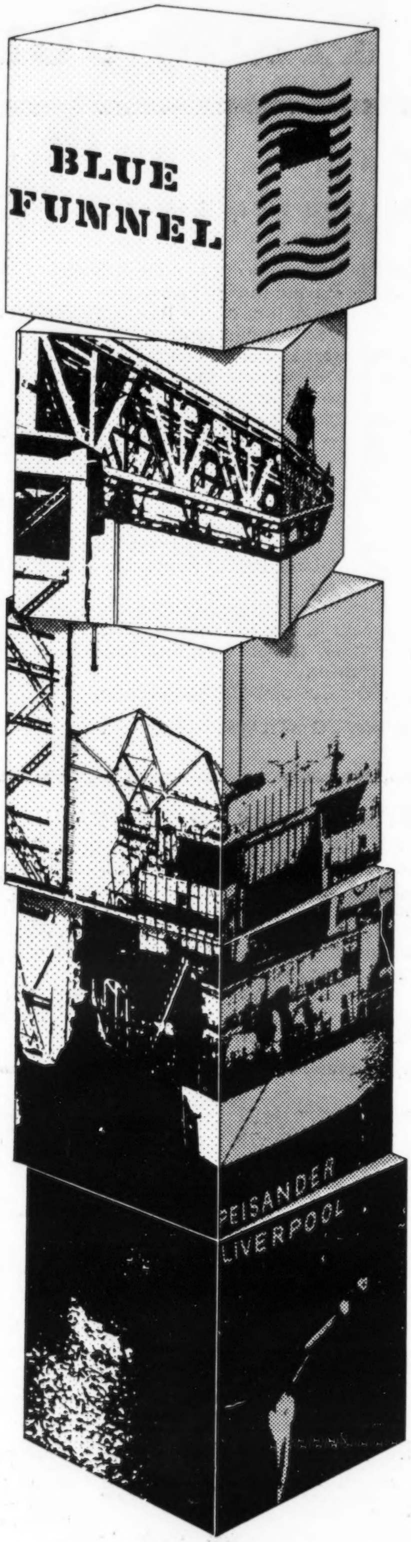

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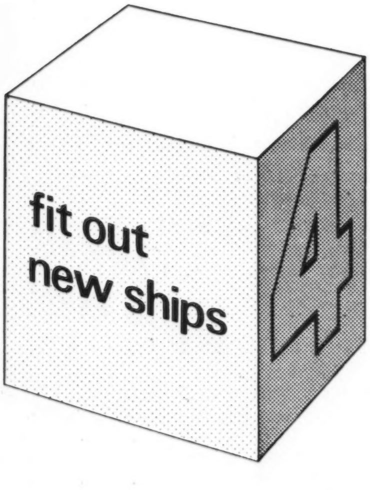
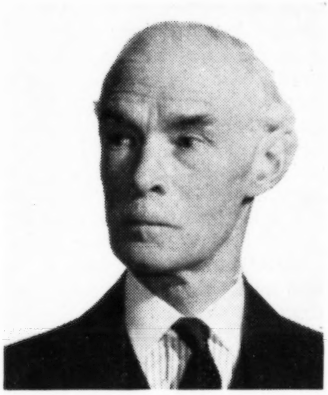


COMMERCIAL SERVICES FOR EXPORTERS—1

Banks can provide a world-wide export service

by D. A. Stirling, President, The Institute of Bankers.

This is the first of a series of articles on commercial organizations whose advice and services are valuable aids to successful exporting.



WHY SHOULD ANYONE turn to a bank for assistance in exporting? Are not the banks mainly concerned with taking deposits, making loans – when this particular activity has not been checked by edicts from the Bank of England – and in running the country's very efficient cheque system?

In answer to the first of these questions it must be admitted straight away that some exporters have little need of all the kinds of help the banks have to offer. There are the old hands at the game who, from long experience, know all the tricks of the export business. There are the big concerns with their own export departments and overseas representatives; and there are the companies who are fortunate enough to be able to do their exporting by way of sales to the London purchasing houses of foreign buyers. But not all companies are big; and a great number, although they have exportable products, have little or no experience of exporting. Even experienced exporters wanting to tackle a new country would be well advised to see their bank manager about it. He might have something useful. Moreover, all exporters, big and small, experienced and inexperienced, are likely at some time or other to need financial help or other banking services. The more they know of their bank and the more the bank knows of the nature of their business, the easier it will be to arrange these facilities when they are wanted.

The answer to the second question is that, although the banks do the things mentioned, they are concerned in a far wider range of activities, both at home and in almost every other country in the world. In this they make a significant contribution to the country's invisible earnings, largely by financing, and in other ways servicing, a very high proportion of our total imports and exports. In other words, the banks earn a considerable part of their own living from their involvement in international trade. They are, therefore, equipped, in their own interest, to provide assistance to British exporters.

The banks are, of course, not alone in this field. There is a wealth of services, some governmental, some private, at the disposal of exporters and would-be exporters. Not unnaturally some of these services overlap a little; but as far as possible the various organizations seek to complement one another, and each organization offers for the most part a specialist service that it, and it alone, is suited to provide.

In a short article perhaps it would be best not to attempt a complete account of what the banks can do for exporters, but simply to mention a few salient features. The banks are all readily accessible to exporters; they are the main providers of finance; and as sources of information they are invaluable.

Automatic access to services

It is not necessary to operate in London, or indeed in any of the major cities, to enjoy close contact with a bank. Every manufacturer and merchant has a banking account, and this automatically gives him access to the full range of banking services, including those that are especially designed to assist exporters. In most cases the bank manager is well known to his customer and it is usually also true that the bank manager is fairly well informed about his customer's business. Moreover, even if, as may be the case, the local manager is unable himself to deal fully with some of the problems of his exporter-customer, a telephone call to the appropriate department or official at head office can normally settle the difficulty quickly. Alternatively, on complex matters that cannot be settled at once, the manager can either make a written inquiry through head office, or arrange for his customer to see the appropriate official for a further discussion.

Naturally, the first thing that comes to mind in connection with the assistance of banks to exporters concerns the question of finance. For a variety of reasons, a company that has managed perfectly well without borrowing from its banker in carrying on domestic trade may well find that it will need financial help in connection with exports. Delays in receipt of payments may be longer when selling abroad than when selling in the domestic market, or there may be a need to purchase additional raw materials, or to carry bigger stocks in order to ensure immediate delivery to foreign buyers. Any or all of these may result in the exporter's financial resources coming under strain. While obviously no one can undertake to provide credit whenever and to whatever extent he is asked to do so, the banks are always willing to do as much as they can to help the credit-worthy exporter with a loan or overdraft, as may be appropriate.

Financial assistance of this kind may be for the purpose of covering the manufacturing or pre-shipment period, or it may be required to finance the time between shipment and the receipt of the proceeds of sale. Understandably, every exporter would prefer to receive payment immediately upon shipping his goods; and a letter of credit carrying the confirmation of a London bank is virtually a cash sale, since the exporter receives his money from the bank as soon as he presents the documents, provided they are in order, called for under the credit. These documents, which may include invoices, bills of lading, insurance policies, etc., will vary with the nature of the goods, the country to which they are being exported and the arrangements that the exporter has made with his customer.

It is, however, not always practicable to conduct business on a letter of credit basis. It may not be customary in the market concerned. Good trading relationships may make letters of credit unnecessary, or more favourable terms may have to be extended in order to meet competition. Other methods have then to be adopted, such as the drawing of a documentary bill of exchange on the importer, payable either at sight or after a period of, say, 30 to 180 days. Even when payment is by means of documentary

BANKS CAN PROVIDE A WORLD-WIDE EXPORT SERVICE, *continued*

bills of exchange sent for collection, the exporter's bank may well be willing to advance a proportion of the amount covered by the bills, and thus reduce the extent to which the exporter's capital is tied up.

Extended credit terms

Importers of capital and semi-capital goods often ask for extended credit terms (of, say, up to five years or even more), repayment being arranged by the exporter drawing a series of bills on the buyer, maturing at six-monthly intervals. The banks may be prepared to make advances against these bills; and, to assist the exporter to quote a firm price in respect of the finance charges, the banks will, where an appropriate Export Credits Guarantee Department Bank Guarantee is available, provide the post-shipment finance at a fixed rate of interest, under present conditions, of 5½ per cent.

From an exporter's point of view, the Bank Guarantee, which is applicable to individual contracts for the supply of manufactured goods, and for a credit period of not less than two years from shipment, is extremely valuable in that it provides a means of obtaining finance without necessarily limiting his borrowing facilities with his bank. For this form of finance seven years can probably be regarded as the usual limit, but in the case of very large projects there may be demand for an even longer period of credit. To cover cases such as these, the banks have also agreed to provide finance at a fixed rate of 5½ per cent, the loans being made direct to an overseas buyer, with ECGD standing as guarantor of repayment by the borrower to the United Kingdom banks concerned. Such arrangements are negotiated under an ECGD Financial Guarantee and are available for suitable projects costing at least £2 million (£1 million in the case of ships). The guarantee is given without recourse to the exporter who, after receiving usually not less than 20 per cent of the contract price as a down-payment direct from the purchaser out of the latter's own resources, receives the remaining 80 per cent on completion of the project from the loan made to the purchaser by the United Kingdom bank.

A new scheme has recently been announced whereby the banks will make finance available at Bank rate for short-term credits of at least 30 days and less than two years against an unconditional guarantee from ECGD. The new facility applies to exports where payment is due against a negotiable instrument (bill of exchange or promissory note) and enables a manufacturer to receive cash for his export at the time of shipment. To qualify for one of these guarantees, an exporter must have held a normal ECGD credit insurance policy for at least 12 months; and to obtain finance he applies to his bank, producing the bills of exchange and supporting evidence of shipment, together with a standard warranty that the conditions of his policy have been complied with. The bank advances 100 per cent of the value of the bill of exchange relating to the shipment, charging the exporter interest at Bank rate (minimum of 4½ per cent) until payment is received. Once the overseas buyer has accepted the bill, the bank looks to him (or, in the event of default, to ECGD) for payment, the exporter being freed from the risk of recourse by his bank at an early stage, though he remains liable to ECGD under a recourse agreement for sums paid out to the bank by the Department which are not covered by the basic policy. A further scheme for covering business on open account is still under consideration.

In the last few paragraphs I have made much of the part played by ECGD, whose assistance to exporters is of enormous value. About 22 per cent of our exports, or two-thirds of those sold on credit terms, are covered by ECGD. The money, however, comes in the main from the banks, ECGD being guarantor and insurer.

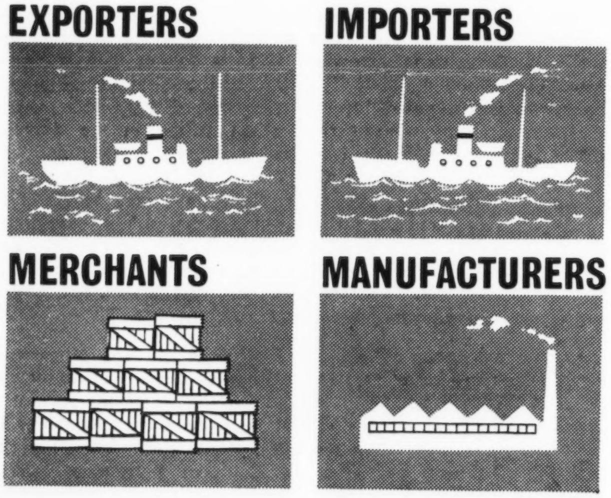
Ancillary services

In the course of many years' business, the banks have established a network of national and international contacts. A vast amount of information is received from these contacts; and, by consulting this and other information, the banks are able to provide a range of ancillary services for their exporting customers.

A businessman may be selling abroad already, or he may be contemplating such a move. In the former case, he will want to know if there are any opportunities that he is missing or potential markets that he has overlooked: in the latter, he may be wondering just where to start. The banks can usually help with either problem. Though not offering detailed market research facilities – this is a job for an expert with whom the banks can put a customer in touch where necessary – the banks' economic departments can, by consulting correspondents or branches abroad, by examining current trade statistics, reports on economic conditions, details of exchange control and import regulations, the resources of international bodies such as the World Bank and on the experience of their own officials who frequently travel abroad, help the exporter build up his picture of the market possibilities of a particular country or area.

Having undertaken the preliminary survey, the exporter may well decide that his next move should be to visit the market to assess for himself its potentialities and the range of competition there and, perhaps, to meet prospective agents. Naturally the banks can deal with the financial arrangements for the visit, but they can also do quite a lot more before such a trip is undertaken. They can supply the names of suitable agents, and can also give the exporter an indication of the financial standing of the persons or firms involved. Interviews can be arranged with local bank managers, and through them with professional people whose expertise may be essential. This sort of groundwork is essential for a successful trip. The banks are also able to suggest the most appropriate method of payment and to give some indication as to the length of time an exporter is likely to have to wait for the remittance of funds.

(*Continued on page* 927)



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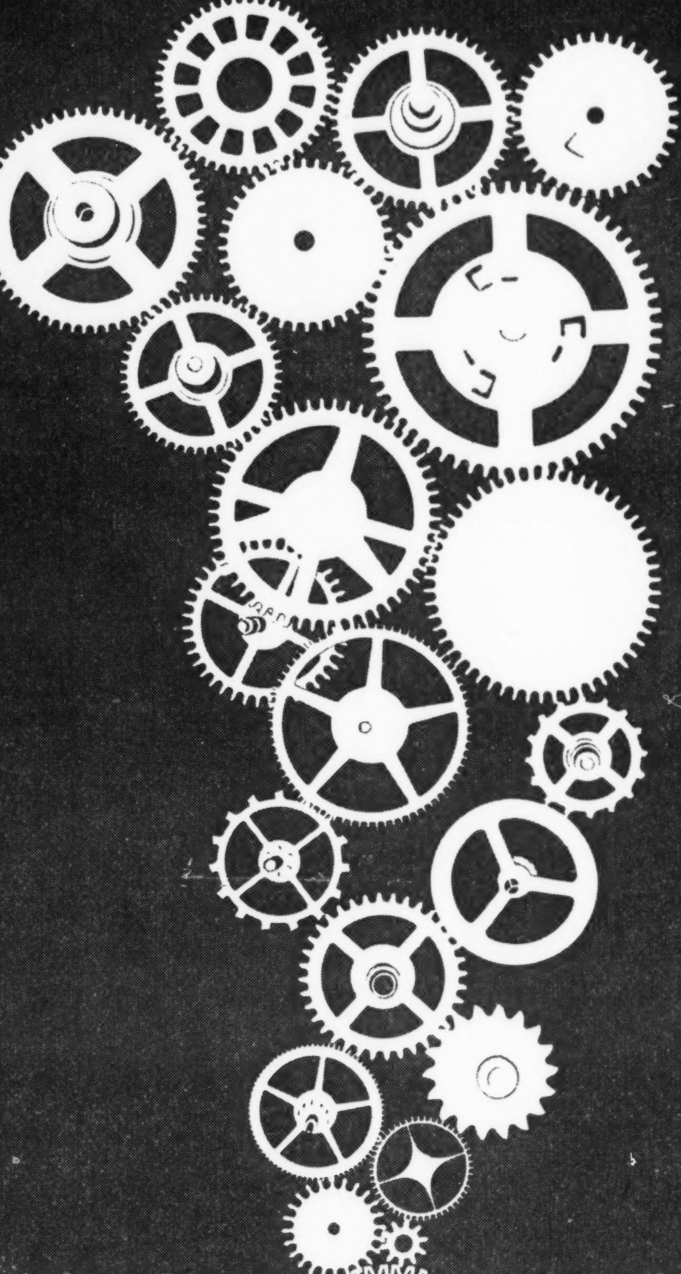

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The Queen's Speech

EXTRACTS from the speech by HM The Queen at the opening of Parliament on April 21 are given below:

'My Government will continue to promote the economic unity of Europe and to strengthen the links between the European Free Trade Association and the European Economic Community. They would be ready to enter the European Economic Community provided essential British and Commonwealth interests were safeguarded. They will work for tariff reductions under the General Agreement on Tariffs and Trade and for an expansion of Commonwealth trade.

'A prime aim of My Government's policy will be to restore equilibrium in the external balance of payments. They are determined to maintain the strength of sterling. They will continue to work for increased liquidity for financing world trade.

'In consultation with industry, the National Economic Development Council and the regional Economic Planning Councils, My Government will take action to stimulate progress in implementing the National Plan and in securing balanced growth in all parts of Great Britain. They will renew their efforts, in co-operation with trade unions and employers' organizations, to increase the productivity and competitive power of British industry.

'To this same end, My Government will promote a more positive system of investment incentives to improve the efficiency of those parts of the economy which contribute most directly to the balance of payments and to encourage development where it is most needed. Legislation will be introduced to create an Industrial Reorganization Corporation to promote greater efficiency in British industry and to develop projects of special importance.

'My Government will continue to develop, in consultation with management and unions, the agreed policy for productivity, prices and incomes. Proposals for legislation to reinforce this policy, while preserving the voluntary principle on which it is based, will be laid before you.

'A Bill will be introduced to restore public ownership and control of the main part of the steel industry.

'Legislation will be introduced and other measures taken to improve efficiency and industrial relations in the docks.

'A Bill will be introduced to regulate privately-sponsored construction.'

BANKS CAN PROVIDE A WORLD-WIDE EXPORT SERVICE, *continued*

Changing conditions

Even when trading has commenced, the banks can still be of great assistance by keeping the exporter informed of changing economic and trading conditions in the importer's country, or by providing periodic status reports on the buyer himself. Where the contract is a large one, or where the buyer is a public corporation, the exporter is often required to provide guarantees both at the time of tender, and again if the tender is successful. In both cases, the banks are able to make suitable arrangements in consultation with their overseas correspondents.

A large amount of information is published to help the exporter; and the banks' publications, whether they are monthly reviews, individual country surveys or area studies, are relevant to the needs of exporters and, provided they are of recent date, can be relied upon. These publications are available from any of the banks' branches as, of course, is the other assistance which has been outlined.

The potential value of the banks to exporters, to return to the questions posed in the opening paragraph, is difficult to exaggerate. They are readily available and easy to contact; they provide a most suitable mechanism through which to collect the proceeds of an overseas sale or to obtain financial assistance; and, through their ancillary services, they are able to give exporters guidance on the majority of the problems likely to be encountered in trading abroad. The extent of this service is widely known – and used – by the established exporters: it also exists for newcomers to exporting, some of whom may not appreciate just how worthwhile a visit to their local branch manager can be.

Britain one of world's biggest exporters of farm machinery

Mr. Douglas Jay

'THE Agricultural Engineers Association can be extremely proud of the fact that three quarters of the output of the tractor manufacturers is exported from the United Kingdom today, and about one third of the product of the rest of the industry. Britain is one of the biggest if not the biggest exporter of agricultural machinery and tractors in the world.' This was said by Mr. Douglas Jay, President of the Board of Trade in a speech at the annual luncheon of the Agricultural Engineers Association Limited in London on April 20.

'Still better,' the President went on 'I know that the industry has both the will and capacity to expand its exports still further, and it is proving this by the part it is playing in the plan to set up an Agricultural Export Council. The Board of Trade stands ready to help with a wide range of export services at home and abroad, and the Ministry of Technology with equally vital assistance to research and development.

'The Government's new 20 per cent cash grant for investment in plant and machinery will, of course, be directly available to the agricultural engineering industry as manufacturers; and where the factory is in one of the wider new Development Areas – as with Bathgate or Kilmarnock for instance – the grant will be 40 per cent. Corresponding grants for home agriculture itself for buying your products were, as you know, announced on February 21; and the whole range of incentives now available to farmers will in our view increase still further their investment in plant and machinery. The only reason why the agricultural part of this scheme was announced later than the rest was that the Government did not wish to keep industry generally in uncertainty any longer than was necessary.'

A shining export example

The President said that the outstanding export performance of the agricultural engineering industry was a shining example to others of what could be done, given the necessary high standards of enterprise, efficiency and research. The economic policy of the government, for its part, in 1966 would be designed, first and foremost to continue and intensify the successful rise in exports of the past year. In the first three months of 1966 exports had been five per cent in value above the monthly average for 1965; and in 1965 in turn they were seven per cent higher in value, and five per cent higher in volume, than in 1964. This success had been the foundation of our national recovery from the yawning deficit which threatened in 1964.

There was no reason why we should not achieve this year a still greater rise in the value and volume of exports than last year. With sufficient effort and planning, it could certainly be done. And only a few extra per cent on the rate of increase would both square our overseas accounts in 1966, and transform the economic and political prospect before us. It would be wise in any case to assume that imports would tend to rise from now on; since last year our real national output rose over 2½ per cent and our imports barely one per cent.

'More help, advice, information and encouragement is now offered to exporters by the Government than ever before. Export credit facilities have been improved all along the line. Interest rates have been reduced, insurance cover extended, premium rate cut and procedure simplified. The value of the export rebate is being appreciated by more and more firms every month. All Board of Trade Regional Offices now offer a complete export advice and information service to any firm that wants it in its own region.

'The new investments grants system has been deliberately framed in such a way as to give a maximum stimulus to exporting industry. Our diplomatic posts abroad are putting greater effort into exporters work than at any time previously; export documents have been greatly simplified; and a record programme of over a 100 export exhibitions, British Weeks and store promotions in overseas markets have been organized for the present year by the Board of Trade and BNEC. Next week a full-scale British Fortnight and Exhibition opens, for instance, at Oslo which should enable British exporters to reap the benefits of the large and valuable EFTA market due to be tariff free by the end of this year. Income per head in EFTA is higher than anywhere in the world outside North America.

Record number of export inquiries

'More and more inward and outward export missions are being approved month by month by BNEC with the Board of Trade financial help. Already, in the first year of this scheme, 91 export missions and 42 market research projects overseas have been so approved. The Export Services Branch of the Board of Trade in the City of London is

Mr. Douglas Jay, President of the Board of Trade, speaking at the annual luncheon of the Agricultural Engineers Association Limited. On Mr. Jay's left is Mr. H. Edgson Wright, the new President of the Association.

now also handling a record number of 1,500 inquiries per day from exporters; and we have indeed received 10,800 phone inquiries purely as a result of the Board of Trade's press advertising campaign. The Board is also delighted to have worked with the Agricultural Engineers Association in organizing joint ventures in Spain, Sweden and France since last year, and another in Frankfurt for this May.

'Now is the moment, when both the opportunity and the need are so great, for any firm not yet exporting to take the plunge. The Government on its side will not rest content with the present greatly expanded export services; but will work persistently to improve them still further. We are continuously studying all new ideas suggested for helping and stimulating exporters; and we will adopt any that are practicable, however unorthodox. We have no preconceived ideas nor doctrinaire inhibitions. Though, to be candid, not all the suggestions that reach us turn out to be workable, all are thankfully received.'

As a Government, he said, we would not allow excessive home market demand, or unjustifiable rises in prices and incomes, to frustrate the export drive this year. We would neither allow demand to fall below the level necessary for full employment – and the employment figures show we had not – nor rise above the level which diverted potential exports into the home market. Of course it was not easy to achieve exactly the right pressure on the economic brake or accelerator at every moment. But we would not hesitate to use either as circumstances demand. This was the only way to achieve a steady advance in output and international solvency at the same time. It was the only way to avoid a return to real stop/go – by which the vehicle alternatively raced too fast and was then brought to a dead stop and thrown into reverse.

'We are confident that both sides of industry will respond, as is agricultural engineering already in so marked a degree, by pushing productivity to the maximum and avoiding unnecessary strikes by a more general achievement of the excellent labour relations which many firms enjoy now. It can be done; and the reward is great: to put Britain again in front of the exporting and industrial league table. Because your industry has set so stimulating an example, I have particularly warm pleasure today in proposing the toast of the Agricultural Engineers Association and the Industry.'

MR. H. E. WRIGHT, the new President of the Association, said:

'Most of you here will know that last year the industry exported a record £168 million worth of tractors and machinery, but it will be news to you that the estimated production figure for last year was between £208-£210 million worth which is at least £5 million more than the previous year. We are justly proud of these figures. Anyone present can obtain details from our Association.

'It is relevant to mention here that in recent months we have played our part in forming the British Agricultural Export Council. Whilst on the subject of exports I would like to say how pleased we are as an Association that manufacturers are taking advantage of the opportunities which your organization, the Board of Trade, and other Ministries, provide for us. During the past year with the assistance of the Joint Venture Schemes farm machinery manufacturers have exhibited on group stands at Paris, Madrid, Jonkoping and Bucharest. We are sure that these joint ventures are of benefit to the industry and to Britain.'

Lord Rhodes to visit Saudi Arabia

LORD RHODES, Parliamentary Secretary, Board of Trade, is to visit the Kingdom of Saudi Arabia between April 27 and May 5. His itinerary will include the city of Jedda and the capital at Riyadh. The purpose of Lord Rhodes' visit is to survey at first hand the economic development which is taking place in Saudi Arabia and to see how British industrial exports can further assist this expansion. During his stay the Parliamentary Secretary is expected to hold discussions with Ministers and senior government officials, and with British and local businessmen. He is the first Board of Trade Minister to visit Saudi Arabia for some years.

Mr. Roy Mason to visit Russia

MR. ROY MASON, Minister of State, Board of Trade, is to visit the Soviet Union as a guest of the Soviet Government between May 3 and 10. This is a return visit for the one paid to the United Kingdom by Mr. V. G. Bakaev, the Soviet Minister of Merchant Marine in September 1965.

The programme will include talks with Mr. Bakaev, calls on Mr. Kuzmin, first Deputy Minister of Foreign Trade and a Deputy Prime Minister, and a visit to the USSR Merchant Marine Exhibition. Mr. Mason will also visit Leningrad, to see the port and the shipyard, and a hydrofoil centre on the Black Sea.

Visit of Minister of Foreign Trade for Czechoslovakia

MR. FRANTISEK HAMOUZ, Minister of Foreign Trade for Czechoslovakia is visiting this country from April 25 to 30 at the invitation of Mr. Douglas Jay, President of the Board of Trade. Mr. Hamouz is accompanied by two representatives of the Czech heavy engineering industry – Mr. Jan Tabacek (Director General of a bearings factory) and Mr. J. Cechura (Commercial Director of Skoda).

During his visit Mr. Hamouz has met the President and other Ministers, he has also seen representatives of industry and visited several engineering firms.

Senor Jose Antonio Padilla Segura (left), the Mexican Minister of Communications, discusses matters of mutual interest with Mr. Roy Mason, Minister of State, Board of Trade, during his visit to the Board of Trade offices in London. The Minister was on a visit to Britain studying British Railways, aviation and radio systems and meeting industrialists concerned with the manufacture of aircraft, engines and radio equipment. (See last week's issue, page 875.)

Britain and the Common Market

Mr. George Brown

'I THINK THAT MOST PEOPLE who have seriously considered the matter now agree it is desirable that Britain should enter the Common Market' This was said in a speech by Mr. George Brown, First Secretary of State (read in his absence through illness by Mr. George Thomson, Chancellor of the Duchy of Lancaster), at a conference of German journalists organized by the *Daily Mirror* in London on April 25.

The speech went on: 'They take this view not only because of the benefits that membership of the Community could bring to this country but also because the creation of a large community would greatly promote economic unity and stability in Europe. This belief is widely held in all sections of our national life irrespective of political philosophy. The real issue today is not about ends but about means.

'The Government's position was clearly and was unambiguously set out in the Speech from the Throne on the opening of Parliament. We have declared quite plainly that we are ready to enter the European Economic Community provided that essential British and Commonwealth interests are safeguarded. I wish to stress the point that the political will to join EEC exists in Britain today. There can be no doubt about that. It is also clear that discussions of the terms and conditions on which we might take our place within the Community must be an essential part of any process leading to British membership. Now I should have thought this was a perfectly natural attitude for a Government to adopt. I cannot accept that it represents a negative approach or that given a readiness on the part of all our future partners to understand our problems mutually satisfactory arrangements could not be found. The fact of the matter is that no government in its senses could contemplate an agreement having fundamental implications for the country's future economic and commercial prospects without first seeing that the arrangements it made with its partners did not damage vital national interests.

'It should be remembered that the present members of the Community adopted a very similar approach when they were negotiating the Treaty of Rome amongst themselves. They each took care to see that matters of vital national concern were safeguarded when they agreed to join together.

'The Community is, of course, a going concern and it has evolved and developed considerably during the nine years since the Treaty of Rome was signed. We do not of course question the Institutions set up by the Treaty though they would need to be expanded and adapted to provide adequately for the representation of new members. Our concern would be to ensure that within the framework of these Institutions, due allowance should be made for our vital interests both domestically and overseas.

'We recognize, of course, that we should have much to gain, both politically and economically, from membership of the Community although it is certainly not our view that this would provide instant and easy relief for economic troubles. At the same time we believe that our worldwide trade connections and our large domestic market would be of very great value to an enlarged Community. In the same way that we would be prepared to make considerable adjustments to our economy if we were to seek entry, we do not think it unreasonable that the existing members of the Community who would benefit from its enlargement, should also be ready to make such arrangements as are necessary.

'It would be unrealistic to suppose that British membership of the Community could be brought about in the immediate future. We applied to join once before – without success, and we should want to be sure on any future occasion that the will to succeed was present among all the parties.

'I cannot therefore say when or in what circumstances the question of British membership of the Community might become the subject of negotiations. As the Prime Minister has said we do not intend to start rushing fences. A period of probing and preparation might well be necessary to explore the difficulties and to find the answers to them.

'In conclusion I want to repeat that the political will to join the Common Market exists on this side. I do not underestimate the problems that exist. But I am confident that given good will on all sides practical solutions can be found.'

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1*;* 423 *Oxford St., London, W.*1*;* 13*A Castle St., Edinburgh* 2*; Brazennose St., Manchester* 2*;* 35 *Smallbrook, Ringway, Birmingham* 5*;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1*;* 80 *Chichester St., Belfast; or through any bookseller.*

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

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A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opened in the week beginning April 18. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements are appearing in national papers, three Sunday papers, the London evenings, some magazines and the *Board of Trade Journal*. Since the campaign started, nearly 11,500 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

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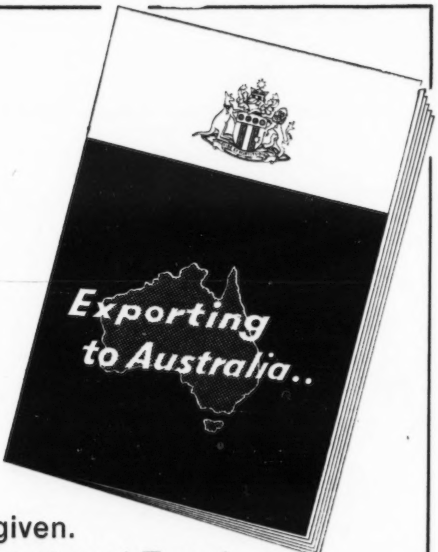
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Mr. Roy Mason discusses the Geddes Report

THE IMPLICATIONS of the Geddes Report on the shipbuilding industry were discussed by Mr. Roy Mason, Minister of State, Board of Trade, at the Institution of Engineers and Shipbuilders in Glasgow on April 26. 'The Geddes Report already has sparked off a great deal of thought and discussion not only in the industry itself but in the other important industries that it touches: ship repairing, the manufacture of marine equipment, steelmaking and all the varied ancillary industries which are essential to the completion of ships', said Mr. Mason. 'It is encouraging that so much discussion should be taking place. It is also essential because if we are to keep to the tight timetable laid down in the Report it will be necessary for us in the Government to seek the views of you in the industry within the next two or three months in order to reach the all-important decision as to whether or not the Report's proposals will be put into effect.

After referring to the way in which overseas competitors had taken full advantage of the growing world market, the Minister said that one of the most striking features of the Report was the Committee's conclusion that, even allowing for the expected increase in efficiency in the use of ships, the world demand for new tonnage was likely to increase by around 5 per cent a year over the next 15 years – as it had done in the past. Of course the value of ship production would not increase at the same rate as tonnage because the increase in the production of larger ships had lowered the average cost per ton. Nevertheless the world market should also expand in terms of value. The Committee also concluded that the greater part of this demand would be for types of ships which the shipbuilding industry was capable of building now and had built in the past and that a large part of this growing market would be open to a competitive British shipbuilding industry. The Committee emphasized that their forecasts were provisional and clearly they warranted further very careful study. Nevertheless the general trend was clear and this was important. It showed that the British industry could have a bright future; that it was worth while making the effort to make the industry competitive. 'But let there be no misunderstanding about this', said the Minister of State, 'the Geddes Committee argue – and I agree wholeheartedly – that British shipbuilding can only grow if workers, unions and employers combine to make a fresh start together.'

Export orders essential

Another conclusion to be drawn from the Committee's study of the demand for ships was the rejection of the view that the demand on the British shipbuilding industry depended primarily on the requirement of the British flag fleet. On the contrary they had pointed out the extent to which the world ship market had become an international one so that the British industry should look to the world for its orders. This meant that the industry, if it was to prosper, must expect to take a much larger proportion of export orders than in the past. Our competitors had expanded with an export ratio of some 60 to 70 per cent of output and while he did not suggest that the British industry should go as far as this – the British flag fleet was still the largest in the world and was bound to remain for a considerable time to come the shipbuilding industry's largest customer – a substantial increase in the proportion of ships built for overseas owners by the industry in this country would be essential for a healthy and growing industry.

'What steps need to be taken if the industry is to become fully competitive and grow?' asked the Minister of State. 'The Report sets these out in detail. Briefly they are: (i) reorganizing the industry; (ii) creating new relations with suppliers; (iii) improving industrial relations. In addition the Committee has described the action which the Government can take to assist the industry.

'The Committee found that British shipbuilders are not, in general, behind their competitors in the use of modern equipment. They confirmed my belief that the industry is fully aware of the most modern production methods and the most up-to-date techniques are in operation in the best yards. But the Committee found that these techniques are not used consistently enough throughout the industry.

'The Committee found that as a production unit a yard employing between 1,500 and 2,000 men on new building is likely to be the most competitive for the general run of merchant ships. But if run as separate businesses individual yards of this size, which is about the size of this country's yards today, cannot support the scale of business operation and range of management skills which are needed to compete successfully on the world market today. Hence the recommendation by the Geddes Committee that a number of shipbuilding groups should be set up each controlling four to six yards, with the individual yards specializing in particular types of ships. I do not think that I need rehearse here the arguments which the Committee advance to reach this conclusion; you will, I am sure, already have studied them carefully. But I think, and I think that most of you will agree with me, that the Committee have made a strong case for reorganizing the industry in the way they suggest. The Committee could not, and did not, seek to define in great detail how this grouping might be achieved, though they make it clear that the Clyde will remain one of the two main shipbuilding areas in Great Britain. The initiative on grouping must rest with the shipbuilding firms themselves.

Relations with suppliers

Speaking of the Committee's proposals on relations with suppliers, the Minister of State pointed out that for main engines building they suggested a radical reorganization of the present industry and its concentration in four main engine building works and its exclusion from shipyard engineering shops where it was largely carried on. The Minister of State thought that the Committee had set out a very favourable case for the rationalization which they suggested in order to secure the proper application of efficient productive engineering practice. Here again, the Committee concluded that the initiative for rationalization must come from the industry itself and the Clyde presented some difficult problems which the Committee were not able to resolve. But such a concentration need not mean the closing down of all shipyard engineering shops on the Clyde; the Committee saw a place for shipyard engineering shops to do general engineering work for the shipyard, possibly to do specialized sub-contracted work for engine builders and possibly to do general jobbing work. They also did not exclude the possibility of a viable engine building works emerging there.

The Committee proposed an early return to the pre-war system of a differential price for shipbuilding plate. They recommended that a 7½ per cent differential be introduced by the steelmakers and that in the longer term the aim should be to return the cost of shipbuilding steel (at constant prices) by 10 per cent. They regarded this as being in the commercial interests of the steelmakers in that next to the shipbuilder himself it was the steel industry which had the major interest in running a competitive shipbuilding industry providing a growing market for shipbuilding steel.

For the rest of the bought in supplies and equipment which have so large a part of the cost of a ship, the Committee emphasized the importance of their proportion of the cost of a ship, but in view of the number of supplies concerned and the varying degrees of interest of such supplies they were unable to make any detailed recommendations which could apply generally in this field. They commented that the initiative must come from the shipbuilder himself and indeed, the need for stronger and more active purchasing departments in shipbuilding firms was one of the reasons advanced by them for grouping in the industry. But the Committee did make some suggestions for standards and standardization in this field and pointed out that such action would be of benefit to the supplier as well as the shipbuilder.

'Now I should like to turn to the Committee's proposals on industrial relations,' continued the Minister of State. 'An improvement in industrial relations is not the only thing needed to solve the industry's problems; there are indeed, as the Report points out, many other things which must be done. But I thoroughly endorse the Committee's views on the unsatisfactory state of industrial relations in shipyards today. None of the other things which must be done will succeed unless there is a real and urgent intention by all those within the industry to co-operate in making the reorganization work. The Report goes into the issues that need attention by both sides of the industry in such fields as national negotiation and consultative machinery, local consultation, disputes procedures, security of employment, wages structure, welfare and amenities.

'The need for changed attitudes on both sides of the industry is fundamental however, if these discussions are to be fruitful and I

(*Continued at foot of page* 940)

The Queen's Award to Industry, 1966

THE FIRST LIST of recipients of the Queen's Award to Industry, 1966, is published below. The list contains the names of 115 recipients. Of the 115 recipients 86 have been cited for export achievement alone, 11 for technological innovation alone and 18 for combined achievement in export and technology.

The recipients of the Award represent a very wide spread of industrial activity and size of company. Every region in the country (including Northern Ireland) is also represented.

The emblem was designed by Abram Games, OBE, RDI, FSIA. It symbolizes Royal Recognition of technological and export achievements. The Crown signifies the Royal connection, the arrows symbolize exports to the four corners of the earth, while the cog-wheels have been chosen as a symbol common to most industrial processes.

Recipients of the Award will receive a representation of the emblem of the Award cast in stainless steel and embedded in a transparent plastic block as well as a formal Grant of Appointment. Presentations will be made by Her Majesty's Lieutenants of Counties by arrangement with Award-holders at a location selected by them.

Display of the emblem

The title to display the emblem will be conveyed in the Grant of Appointment which will identify the units so entitled. It is intended that the emblem of the Award should be displayed by holders of the Award in a wide variety of ways consistent with the dignity of an emblem signifying a Royal connection. The design of the emblem suits many potential uses by industry ranging from export packing case stencils and lapel badges to flags and stationery. It may also appear on goods themselves. Instructions and advice on the use of the emblem are contained in a manual of guidance which will be in the hands of recipients of the 1966 Awards by April 21 from which date they are entitled to display the emblem.

Arrangements for next year's Award

Applicants who have been unsuccessful this year and current Award-holders are free to apply for next year's Award. The closing date for applications will be October 31, 1966, and not December 31, as it was for this year's Award. The address of the office of the Queen's Award to Industry is 1 Victoria Street, London, S.W.1 (Tel. Sullivan 7000).

Her Majesty The Queen has been graciously pleased to confer Her Award in 1966 upon the following industrial concerns in recognition of their efficiency as demonstrated by the industrial units cited in increasing exports or in technological innovation, or in both:

		Nature of Principal Products Exported
Abrahams & Co. Ltd., Birmingham, 12	For export achievement	Electro-plated tableware and giftware.
The A.P.V. Co. Ltd., Crawley, Sussex	For export achievement	Process plant for liquid food and chemical industries.
Aquascutum Associated Companies Ltd., London, W.1	For export achievement by Aquascutum Ltd., Aquascutum Exports Ltd., Aquascutum (Manufacturers) Ltd., and Rodex of London Ltd.	Men's and women's outerwear.
Automotive Products Associated Ltd., London, W.1	For technological innovation in motor vehicle transmissions by Automotive Products Co. Ltd., Borg and Beck Co. Ltd. and Lockheed Hydraulic Brake Co. Ltd.	
Bamfords Ltd., Uttoxeter, Staffs.	For export achievement	Farm machinery and diesel engines.
The Barrhead Kid Co. Ltd., Barrhead, Glasgow	For export achievement	Leather.
Beecham Group Ltd., Brentford, Middx.	For export achievement by the Pharmaceutical Division; and for technological innovation in antibiotics by the same Division.	Pharmaceutical preparations.
Bexford Ltd., Manningtree, Essex	For export achievement by the Brantham (Suffolk) Unit	Photographic film base and recording film.
Black & Decker Ltd., Maidenhead, Berks.	For export achievement	Portable power tools.
British Baking Industries Research Association, Chorleywood, Herts.	For technological innovation in breadmaking processes.	
British Crane and Excavator Corporation Ltd., Sunderland, Co. Durham.	For export achievement	Mechanical handling equipment.
British Insulated Callender's Cables Ltd., London, W.C.1	For export achievement by the Export, Mineral Insulated Cables, Telephone Cables and Wire Mill Divisions and by British Copper Refiners Ltd. and W. T. Glover and Co. Ltd.; and for technological innovation in electrical transmission by the Central Research and Engineering and Power Cables Divisions and by British Insulated Callender's Construction Co. Ltd.	Electric wire and cables.
The British Motor Corporation Ltd., Birmingham	For export achievement by The Austin Motor Co. Ltd., BMC Export Sales Ltd., BMC Service Ltd., BMC (Scotland) Ltd., Fisher and Ludlow Ltd., Morris Commercial Cars Ltd., Morris Motors Ltd., The MG Car Co. Ltd., Nuffield Metal Products Ltd., the S.U. Carburetter Co. Ltd., Vanden Plas (England) 1923 Ltd.; and for technological innovation in motor vehicle design and manufacture by the BMC Engineering Division.	Motor vehicles, tractors and engines.
Thomas Broadbent & Sons Ltd., Huddersfield, Yorks.	For export achievement	Centrifuges for sugar, textile and chemical industries.
The David Brown Corporation Ltd., London, W.1	For export achievement by David Brown Tractors Ltd., Radyne Ltd. and Vosper Ltd.; and for technological innovation in boat building and design by the last.	Agricultural Machinery (David Brown Tractors Ltd.); high frequency process heating equipment (Radyne Ltd.); and high speed craft and ships stabilizers (Vosper Ltd.).
Burberrys Ltd., London, S.W.1	For export achievement	Weatherproof clothing and overcoats.
James Burrough Ltd., London, S.E.11	For export achievement	Gin.

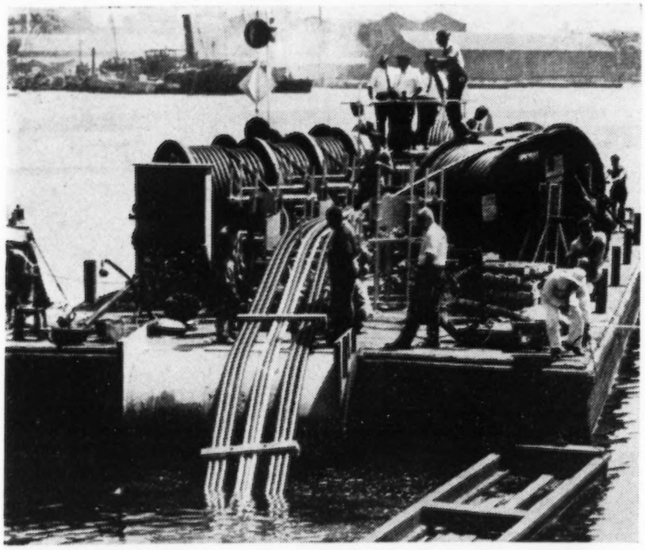
		Nature of Principal Products Exported
The Cannon Rubber Manufacturers Ltd., London, N.17	For export achievement	Moulded rubber goods.
Caravans International Ltd., Saffron Walden, Essex	For export achievement by Sprite Ltd. and Eccles Caravans Ltd.	Caravans.
Caterpillar Tractor Co. Ltd., Glasgow	For export achievement	Earth moving equipment.
Joseph Cheaney & Sons Ltd., Desborough, Northants.	For export achievement	Footwear.
Charles Churchill & Co. Ltd., Birmingham, 25	For export achievement; and for technological innovation in machine tools by the Applied Research and Development Division, Churchill Gear Machines Ltd., and Churchill-Redman Ltd.	Machine tools.
Clark Equipment Ltd., Camberley, Surrey	For export achievement	Earth moving equipment.
John Crossley & Sons Ltd., Halifax, Yorks.	For export achievement	Carpets.
Cundy & Son Ltd., Sudbury, Suffolk	For export achievement	Seeds.
Darlington & Simpson Rolling Mills Ltd., Darlington, Co. Durham.	For export achievement	Re-rolled steel.
Davy and United Engineering Co. Ltd., Sheffield, Yorks.	For export achievement	Steel-making plant.
Decca Radar Ltd., London, S.E.1	For export achievement	Radar and electronic equipment.
The De La Rue Co. Ltd., London, W.1	For export achievement	Bank notes and security documents.
Derritron Electronic Vibrators Ltd., London, W.1	For export achievement: and for technological innovation in environmental test equipment.	Electronic testing equipment.
Distillers Co. Ltd., London, S.W.1..	For export achievement by James Buchanan and Co. Ltd., John Walker and Sons Ltd. and John Dewar and Sons Ltd.; and for technological innovation in yeast production by the Yeast and Food Division and in acetic acid production by the Research and Development Division.	Whisky.
Doulton Fine China Ltd., Stoke-on-Trent, Staffs.	For technological innovation in ceramic tableware.	
Alfred Dunhill Ltd., London, S.W.1	For export achievement	Pipes, tobacco, lighter and smokers' sundries.
Elliott-Automation Ltd., London, W.1	For export achievement by Elliott-Automation Control Valves Ltd., Satchwell Controls Ltd., and Elliott-Automation Computers Ltd.; and for technological innovation in automation by the last and by Elliott Process Automation Ltd.	Electronic equipment.
John Emsley Ltd., Bradford, Yorks.	For export achievement by John Emsley (Exports) Ltd. and John Priestman and Co. Ltd.	Woollen textiles.
English China Clays Ltd., St. Austell, Cornwall	For export achievement by English China Clays Sales Co. Ltd., and English Clays Lovering Pochin and Co. Ltd.	China clay.
English Electric Co. Ltd., London, W.C.2	For export achievement by the Rectifier Division, The Marconi Co. Ltd. and Marconi Instruments Ltd.; and for technological innovation in aircraft generating systems by the Aircraft Equipment Division.	Electrical instruments and apparatus.
Ethicon Ltd., Edinburgh	For export achievement; and for technological innovation in sterilization of surgical materials by irradiation.	Surgical sutures and ligatures.
Euclid (Great Britain) Ltd., Motherwell, Lanarkshire	For export achievement	Earth moving equipment.
Eylure Ltd., Welwyn Garden City, Herts.	For export achievement	Cosmetics and artificial eyelashes.
Fletcher & Stewart Ltd., Derby	For export achievement	Sugar processing machinery.
Ford Motor Co. Ltd., Brentwood, Essex	For export achievement	Motor vehicles and tractors.
Fox Brothers & Co. Ltd., Wellington, Somerset	For export achievement	Woollen textiles.
Garrard Engineering Ltd., Swindon, Wilts.	For export achievement	Sound reproducing equipment.
General Electric Co. Ltd., London, W.1	For export achievement by GEC (Telecommunications), GEC (Engineering), Osram (GEC) and Woods of Colchester.	Electrical machinery and apparatus, telecommunications equipment, lamps and fans.
General Engineering Co. (Radcliffe) Ltd., Radcliffe, Manchester.	For export achievement	Specialized industrial machinery, e.g. cable and wire making machinery.
Gestetner Ltd., London, N.17	For export achievement	Office machinery.
Giddings & Lewis-Fraser Ltd., Arbroath, Angus	For export achievement	Machine tools and jute textile machinery.
Gillette Industries Ltd., Isleworth, Middx.	For export achievement by Gillette Safety Razor Co.	Razor blades.
Goodwin Barsby & Co. Ltd., Leicester	For export achievement	Quarry and asphalt plant.
Gullick Ltd., Wigan, Lancs.	For technological innovation in coal mining equipment	
Hilger & Watts Ltd., London, N.W.1	For export achievement	Scientific instruments.
H. J. Co. Ltd., London, W.1	For export achievement	Jewellery.
Holman Brothers Ltd., Camborne, Cornwall	For export achievement	Compressed air equipment.
Howard Rotavator Co. Ltd., Brentwood, Essex.	For export achievement	Agricultural machinery.
Imperial Chemical Industries Ltd., London, S.W.1	For export achievement by the Pharmaceuticals and Dyestuffs Divisions and by ICI Fibres Ltd.; and for technological innovation in reactive dyestuffs by the Dyestuffs Division and in gas production by the Agricultural Division.	Synthetic fibres, pharmaceuticals and dyestuffs.
International Harvester Co. of Great Britain Ltd., London, E.C.1.	For export achievement	Agricultural machinery.
Johnson Brothers (Hanley) Ltd., Stoke-on-Trent, Staffs.	For export achievement	Earthenware.
Kangol Wear Ltd., Cleator, Cumberland	For export achievement	Headwear.
George Kent Ltd., Luton, Beds.	For export achievement, by the Mechanical Meter Division.	Measuring instruments.
G. & G. Kynoch Ltd., Keith, Banffs.	For export achievement	Woollen textiles.
Lesney Products & Co. Ltd., London, E.9	For export achievement	Toys and games.
Letraset Ltd., London, S.E.1	For export achievement	Instant lettering and graphic art materials.
The Leyland Motor Corporation Ltd., Leyland, Lancs.	For export achievement by Leyland Motors Ltd. and Standard-Triumph International Ltd.	Motor vehicles and engines.
Joseph Lucas (Industries) Ltd., Birmingham, 19	For export achievement by Joseph Lucas (Export) Ltd., Joseph Lucas (Sales and Service) Ltd., CAV Ltd., Girling Ltd., Rotax Ltd., and Lucas Gas Turbine Equipment Ltd.	Electrical equipment for motor vehicles and vehicle accessories.

		Nature of Principal Products Exported
Lytag Ltd., Edgware, Middx.	For technological innovation in building materials.	
Mansfield Mantles (Bishopsgate) Ltd., London, E.C.2	For export achievement	Ladies' coats and suits.
Marchon Products Ltd., Whitehaven, Cumberland	For export achievement	Industrial chemicals.
Martin-Baker Aircraft Co. Ltd., Uxbridge, Middx.	For export achievement; and for technological innovation in aircraft escape equipment.	Aircraft ejection seats.
Massey-Ferguson Holdings Ltd., London, W.1	For export achievement by the Massey-Ferguson Group in the United Kingdom and the Perkins Engines Group.	Agricultural machinery and engines.
Measuring and Scientific Equipment Ltd., London, S.W.1.	For export achievement	Laboratory centrifuges and other scientific apparatus.
The Mettoy Co. Ltd., Swansea	For export achievement by the Swansea and Northampton Units.	Toys.
Molins Machine Co. Ltd., London, S.E.8.	For export achievement; and for technological innovation in cigarette making machinery.	Tobacco and packaging machinery.
A. Monnickendam Ltd., London, E.C.1	For export achievement	Rough and polished diamonds.
The Monotype Corporation Ltd., London, E.C.4	For export achievement; and for technological innovation in filmsetting and typesetting machinery.	Type-setting and film-setting machines.
Morganite Resistors Ltd., Jarrow, Co. Durham	For export achievement	Resistors.
Multicore Solders Ltd., Hemel Hempstead, Herts.	For export achievement	Solder wire and accessories.
James Neill & Co. (Sheffield) Ltd., Sheffield, Yorks.	For export achievement	Engineers' small tools.
Newman & Guardia Ltd., Harlow, Essex	For export achievement; and for technological innovation in film processing machinery.	Film processing machinery.
Nuclear Enterprises (G.B.) Ltd., Edinburgh	For technological innovation in scientific instruments.	
W. F. Paine Ltd., Godalming, Surrey	For export achievement	Knitwear.
Pergamon Press Ltd., Oxford	For export achievement	Scientific and educational publications.
Petters Ltd., Staines, Middx.	For technological innovation in diesel engine development.	
Pilkington Bros. Ltd., St. Helens, Lancashire	For technological innovation in glass production.	
Portals Ltd., Whitchurch, Hants.	For export achievement	Bank note and security paper.
Premier Drum Co. Ltd., London, W.1	For export achievement	Musical instruments.
Proprietary Perfumes Ltd., Ashford, Kent	For export achievement	Toilet preparations, perfumes and essences.
Pringle of Scotland Ltd., Hawick, Roxburgh	For export achievement	Knitwear.
Pye of Cambridge Ltd., Cambridge	For export achievement by Pye Telecommunications Ltd., and Unicam Instruments Ltd.	Telecommunications equipment and scientific instruments.
The Rank Organisation Ltd., London, W.1	For export achievement by Rank-Xerox Ltd. and by the Rank Taylor Hobson Division (Leicester Unit); and for technological innovation by the latter in optical engineering.	Office machinery and optical instruments.
Redifon Ltd., London, S.W.1	For export achievement by the Flight Simulator Division.	Electronic communication equipment and flight simulators.
Redman Tools Ltd., Worcester	For export achievement	Machine tools.
Rolls-Royce Ltd., Derby	For export achievement by the Aero-Engine, Oil Engine and Car Divisions	Engines, motor cars, and aero-engines.
The Rover Co. Ltd., Solihull, Warwickshire	For export achievement	Motor vehicles.
Royal Mint, London, E.C.3	For export achievement	Coins.
St. Anne's Board Mill Co. Ltd., Bristol	For technological innovation in the manufacture of paperboard.	
Sanders and Forster Ltd., London, E.15	For technological innovation in structural steelwork.	
Saunders Valve Co. Ltd., Cwmbran, Monmouthshire	For export achievement by the Cwmbran and Newport (Mon.) Units.	Industrial valves.
A. & W. Smith & Co. Ltd., London, E.C.3	For export achievement	Sugar refining machinery.
Smith Industries Ltd., London, N.W.2	For technological innovation by the Aviation Division in automatic aircraft landing equipment.	
Sparcatron (Manufacturing) Ltd., Gloucester	For export achievement	Abrasive machines.
Stone-Platt Industries Ltd., London, S.W.1	For export achievement by Platt Bros. (Sales) Ltd., and Stone Manganese Marine Ltd..	Marine equipment and textile machinery.
Taylor & Lodge Ltd., Huddersfield, Yorks.	For export achievement	Worsted textiles.
Taylor Woodrow Ltd., London, W.1	For export achievement by Taylor Woodrow (Building Exports) Ltd.; and for technological innovation in pile-driving equipment by Taylor Woodrow Construction Ltd.	Factory-made building structures.
Trebor Ltd., Woodford Green, Essex	For export achievement	Sugar confectionery.
United Chrometanners Ltd., Belfast	For export achievement	Leather.
The United Wire Works Ltd., Edinburgh	For export achievement	Non-ferrous wire and wire products.
Vauxhall Motors Ltd., Luton, Beds.	For export achievement	Motor vehicles.
Josiah Wedgwood & Sons Ltd., Stoke-on-Trent, Staffs.	For export achievement	Pottery and china.
Weir Westgarth Ltd., East Kilbride, Glasgow	For export achievement	Sea-water distillation plant.
Wessex Machine Tools Ltd., Corsham, Wilts.	For export achievement	Machine tools.
Westland Aircraft Ltd., Yeovil, Somerset	For export achievement by Normalair Ltd.; and for technological innovation in hovercraft development by the Hovercraft Unit.	Air conditioning and oxygen breathing equipment.
Wiggins Teape and Co. Ltd., London, E.C.4	For export achievement by Wiggins Teape Overseas Sales Ltd., Wiggins Teape Paper Mills Ltd. (Devon Valley, Chorley and Dover Mills), Alex Pirie and Sons Ltd. (Stoneywood and Hylton Mills), Portals (John Allen and Sons) Ltd., Thomas Owen and Co. Ltd., William Howard and Son Ltd., and Glory Paper Mills (Sales) Ltd.	Paper and paper products.
Wilson & Longbottom Ltd., Barnsley, Yorks.	For export achievement	Looms.
The Winthrop Products Co., Surbiton-upon-Thames, Surrey.	For export achievement	Pharmaceuticals.

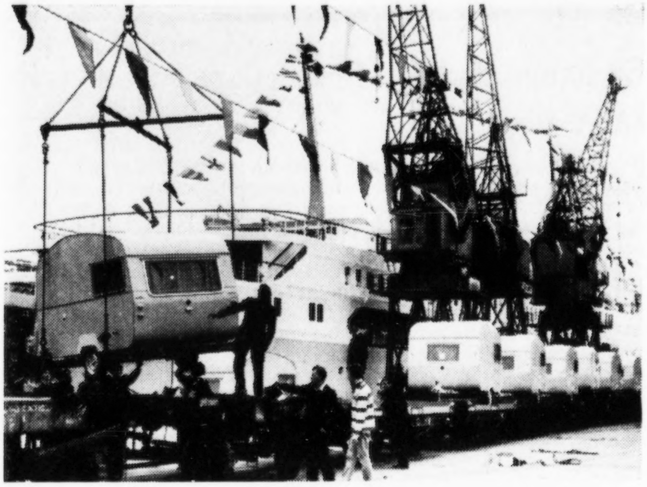
Award-winning companies and their activities

The activities of some of the 115 British companies whose work in the fields of export achievement and technological innovation have earned the first Queen's Awards to Industry. (*See also page* 965.)

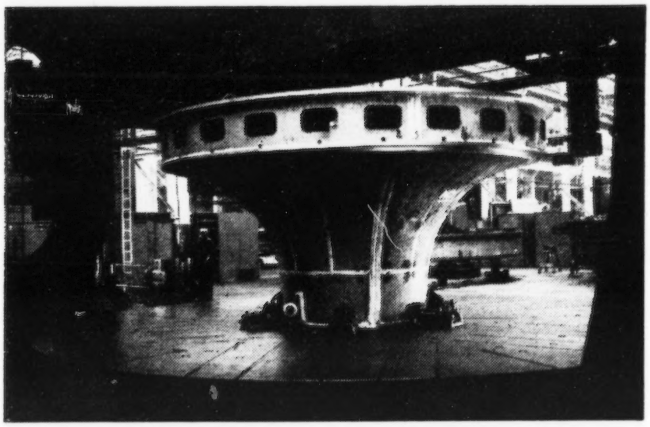
Awaiting shipment to Rumania is this Ford Transit bus destined for use by erectors of Platt Bros. (Sales Ltd.) on a £1 million cotton spindle extension for the Ministry of Light Industry. The order was placed by Machinimport, Bucharest, the state enterprise for foreign trade in Rumania and is a repeat order for an extension to the same mill already containing Platt's machines built in 1949.



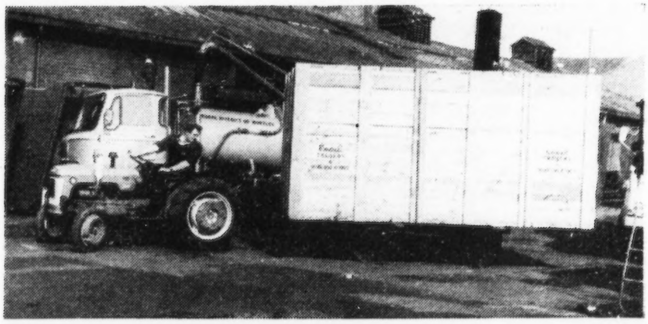
BICC single-core 132 kV oil-filled power cables being laid across Blackwattle Bay, Sydney Harbour. The cables were supplied to the Electricity Commission of New South Wales for the White Bay-Pyrmont link which includes the submarine section, and were installed by the Australian branch of BIC Construction Co. Ltd.



Going aboard the new mv 'England' at Harwich recently is another consignment of Sprite caravans, manufactured by Caravans International Ltd., a company included in the first list of Queen's Award to Industry. With an annual production of some 18,000 caravans, they claim to be the largest European producer of caravans with 50 per cent of production exported to 15 countries on the Continent.



One of the 58,000 h.p. water turbines being machined at the English Electric's Bootle factory. The turbines have been ordered by the Sabine River Authority, United States, and will be installed later this year at the 60 million dollar hydro-electric Toledo Bend Project.



The Eagle Engineering Company, of Saltisford, Warwick, body-builders and specialists in refuse disposal vehicles, use a BMC Mini-Tractor as their workshop 'slave.' The Mini-Tractor carries out all types of work within the confined spaces of the workshop yard, including pulling truck chassis and complete vehicles weighing up to 9 tons. The unit is also used to manoeuvre 5 ton crates loaded with CKD (completely-knocked-down) parts for shipment.

Exchange Control: Restrictions on gold coins and medals

HM TREASURY announced that as stated by the Chancellor of the Exchequer in answer to a Parliamentary Question on April 26, further restrictions have been placed with effect from April 27 on the buying, selling and holding of gold coins and on the release of gold for manufacturing purposes.

The Exchange Control (Collectors' Pieces Exemption) Order 1947 has been revoked and, in its place, the Exchange Control (Gold Coins Exemption) Order 1966 has been made. The effect of the Order is to allow freedom for the buying, selling and holding by residents of the United Kingdom, the Channel Islands and the Isle of Man of any gold coins minted in or before 1837 but to impose restrictions on the buying, holding and selling of gold coins minted after 1837. There is a general permission which allows a resident to retain not more than four gold coins minted after 1837 which are held by him today but, otherwise, specific Exchange Control permission is required to hold any such coins or to buy or sell any such coins unless the sale is made at the current London market price to an Authorized Dealer in Gold or to a Trader in Coin or to a coin dealer specifically authorized by the Bank of England. Consideration will be given by the Bank of England to applications by genuine coin collectors to enable them to maintain or add to their collections.

Gold may not in future be sold or used for the manufacture of medals, medallions (including imitation coins), tablets and other pieces in pictorial relief or bearing inscriptions. Exceptions may be allowed in the case of medals, etc., for export and for use as academic and sporting awards.

Notes: The measures described above are being taken in exercise of the Treasury's powers under the Exchange Control Act 1947, which imposes restrictions on the holding, buying and selling of gold and foreign currency. At the same time, the Board of Trade is taking action to prohibit, with certain exceptions, the importation of gold coins, medallions and other such pieces in pictorial relief or bearing inscriptions.

The purpose of these measures is to prevent loss to the reserves by the increasing use of gold for the manufacture of medals and medallions, by the free import of gold coins and medals, and by the hoarding of gold coins.

The Bank of England have prepared an aide memoire for the guidance of coin collectors. Copies may be obtained from the Bank of England or through Authorized Dealers in Gold. The Exchange Control (Gold Coins Exemption) Order 1966 (S.I.1966/438) may be obtained from Her Majesty's Stationery Office.

Coin dealers and auctioneers who wish to continue to deal in gold coins minted after 1837 should submit their applications through an Authorized Dealer in Gold. Authorized Dealers in Gold are being advised of the Bank of England's requirements before considering such applications. There are no restrictions on trading in medallions.

Prohibition of imports

IMPORT LICENSING BRANCH, Board of Trade, issued Notice to Importers No. 1150, dated April 27, on the restrictions. The text is as follows:

As announced above, the importation of gold coins and gold medals and medallions and the like is prohibited from April 27, 1966, subject to the following exceptions:

- (i) Authorized Dealers in Gold may apply for open individual licences to import gold coins, subject to the conditions explained in Paragraph 2 of this Notice.
- (ii) Licences will normally be issued for items intended to be re-exported.
- (iii) The normal discretionary arrangements relating to the importation free of licence of genuine trophies, awards, personal effects and gifts will continue to be operated by Customs.
- (iv) The normal exemption applying to items manufactured or produced more than 100 years before the date of importation will apply.

2. Authorized Dealers in Gold may apply for open individual licences to import gold coins, without limit as to quantity. The licences will be valid for 12 months and will be issued only subject to the following conditions:

- (i) that imports of gold coins will be made only
  - (a) where they are to be held on deposit for account of a non-resident of the Scheduled Territories and/or re-exported to destinations outside the Scheduled Territories to the order of a non-resident; or
  - (b) where they are purchased for account of firms resident in the United Kingdom or Channel Islands who hold and have exhibited a specific authority from the Bank of England to deal in gold coins minted after 1837; or
  - (c) where they may otherwise be specifically permitted by the Bank of England.
- (ii) that details, as mentioned in the Bank of England's Notice to Authorized Banks and Authorized Dealers in Gold dated April 26, 1966, of all the imports effected must be submitted at the end of each month to the Bank of England.

3. Licences will not be required for imports of the items concerned arriving in this country on or before May 17, 1966 which can be shown to the satisfaction of HM Customs to have been in transit on the date of the announcement. Items arriving after May 17, 1966 may be licensed by the Board of Trade if they can be shown to the satisfaction of the Board to have been in transit on April 26. *Warning.* The attention of importers is drawn to the Exchange Control (Gold Coins Exemption) Order 1966. Importers of gold coins minted after 1837 who are not Authorized Dealers in Gold will not be able to sell the gold coins concerned except as permitted by the Exchange Control Act 1947 or with specific Treasury permission.

4. Subject to satisfactory evidence the Board may license items not in transit on April 26 ordered from abroad *and paid for* on or before that date.

5. Amendment No. 10 to the Open General Licence, removing the goods concerned from the Licence is on sale at Her Majesty's Stationery Office, London, W.C.1, and Branches.

6. Applications, on form ILB/A, accompanied by a statement that the applicant will, if issued a licence, adhere to the conditions set out in paragraph 2 of this Notice, should be sent to the address below, from which application forms may also be obtained. Page 1 of the form should be completed but no entries are required on Page 2. On Page 3 and copies, the applicant's name and address and a description of the goods should be entered.

(Copies of the above Notice to Importers can be obtained from Import Licensing Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7171).)

Contracts worth nearly £150,000 *for the visual and non-destructive testing of oil, gas and water pipelines at home and overseas have been awarded to The Rank Organisation's Solus-Schall International Inspection Service. Overseas contracts in Turkey, Iran, Oman and Sierra Leone worth* £80,000 *require the testing of nearly* 700 *miles of crude and product oil pipelines, oil storage depots and penstocks.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 13, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.17	2-Ethylhexyl sodium sulphate	As in previous column .	December 31, 1966	6846
29.25	*o-iso*Propoxyphenyl methylcarbamate . .	As in previous column .	December 31, 1966	6845
29.44	Gentamicin sulphate .	As in previous column .	December 31, 1966	6840
29,23	Meclofenoxate hydrochloride . . .	As in previous column .	December 31, 1966	1551
29.23	Proxymetacaine *mono*-hydrochloride . .	Proparacain hydrochloride	December 31, 1966	5046
39.03	Hydroxybutylmethylcellulose . . .	As in previous column .	December 31, 1966	6804
69.09	Nodules containing not less than 90 per cent by weight of zirconium compounds calculated as ZrO_2, and of which the whole passes a sieve having a nominal width of aperture of 2.00 mm. and not less than 99 per cent by weight is retained by a sieve having a nominal width of aperture of 710 microne (both sieves conforming to British Standard 410: 1962). . . .	Zirconium oxide stabilizer	December 31, 1966	9136

Marking of imported surgical supplies

THE STANDING COMMITTEE (General Merchandise) set up under the Merchandise Marks Act 1926 have reported to the Board of Trade on the reference made to them concerning an application to vary the marking requirements for imported surgical, medical, dental and veterinary instruments and appliances, furniture wholly or mainly of metal and sterilizers. The recommendation of the Committee is that no change should be made in the existing marking requirements for these goods. This recommendation has been accepted by the Board of Trade.

Copies of the Report, which was published on April 21, 1966, as Cmnd. 2954, may be obtained from Her Majesty's Stationery Office and branches or through any bookseller, price 9d. (by post 1s.).

The Board of Trade announced on July 14, 1965, that they had referred this matter to the Standing Committee.

Imports from Bulgaria

IT WAS ANNOUNCED by the Board of Trade in Notice to Importers No. 1149, dated April 23, 1966, that the licensing arrangements for imports from Bulgaria over the twelve-month period ending March 31, 1967, are being continued on broadly the same basis as they were for the previous period. Some quotas have been increased and there have been certain extensions in the range of goods which may be imported under open individual licences.

Full details and the list of quotas appeared in the *Board of Trade Journal*, dated April 15, 1966, page 846.

Taxation in EEC countries

A BOOKLET entitled 'Taxation in EEC countries' has been published recently by the Algemene Bank Nederland NV of Amsterdam.

A free copy of this publication may be obtained upon application to Foreign Department, Business Development Section, Algemene Bank Nederland NV, 32 Vijzelstraat, Amsterdam, Holland.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
April 4, 1966		
765,255	Societe des Grands Travaux de Marseille.	Devices for anchoring and joining the ends of cables, etc.
833,466	Kralovopolska strojirna, Zavod Klementa Gottwalda n.p.	Erecting sheet-plate containers having a cylindrical shape.
865,315	Kralovopolska strojirna Zavod Klementa Gottwalda n.p.	Device for water purification.
917,294	Lee Poh Leong	Tapping knives.
976,934	Regie Nationale des Usines Renault	Direct reduction of iron ore into pulverulent iron.
980,428	Regie Nationale des Usines Renault	Continuous transformation of hot reduced iron.
980,429	Regie Nationale des Usines Renault	Preparation of molten iron or steel.
1,000,243	Schenley Industries Inc. . .	Merchandising and shipping carton.
1,000,244	Schenley Industries Inc. . .	Merchandising and shipping carton.
April 7, 1966		
883,714	Brooke, E. R.	Electrical signalling apparatus.
910,873	Remiro, J. M. M.	Laminated elastic materials.
922,476	Agfa A.G.	Planographic printing formes.
967,496	Regie Nationale des Usines Renault	Automatic adjustment of spring winding machines.
974,035	Brooke, E. R.	Electro-mechanical actuating devices.
992,500	Brooke, E. R.	Reading and writing apparatus for the blind.
1,002,017	Le Materiel Electrique S. W. .	Electrical inductive apparatus.
1,007,134	Brooke, E. R.	Optical instruments.
April 12, 1966		
988,090	Summersgill, J. F.	Insulating material, etc., for surfaces, etc.
1,001,067	Gevaert Photo-Producten N.V. .	Photographic silver halide emulsions.
1,001,558	Gevaert Photo-Producten N.V. .	Photographic diffusion transfer copying processes.
1,005,392	Gevaert Photo-Producten N.V. .	Cassette for light-sensitive material.
April 13, 1966		
1,014,468	Negromanti, A.	Continuous manufacture of multi-tubular electrical heating strips.
April 14, 1966		
912,960	US Atomic Energy Commission .	Uranium base alloy.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Patent Office. *Comptroller.*

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Investment grants

Treatment of computers

IN THE White Paper on Investment Incentives (Cmd. 2874) the Board of Trade announced their intention to publish from time to time more detailed guidance for industry about how the investment grants scheme is intended to operate. Paragraph 30 of the White Paper described in general how investment grants would apply to computers. This notice is intended to help industry by clarifying the Board of Trade's intentions as indicated in the White Paper. The introduction of investment grants needs legislation, and the Board's intentions as set out in this notice depend on the approval of Parliament.

Definition of a computer

For the purposes of the scheme a computer is to be defined as meaning a stored programme digital computer, or an analogue computer, used for the automatic processing of data. Computer systems commonly include a range of essential ancillary equipment, which is used to prepare information and feed it to the computer and to make use of the results of the computer's operations. The Board, therefore, intend that such essential items as magnetic tape units, printers, keyboards, key punches, paper guillotines, etc., when bought for use with a computer, shall qualify for grants at the same rate as the central processor. Consumable stores (such as magnetic tapes or punch cards) will *not* qualify, except for a normal allowance of initial stocks included in the basic cost of the computer.

Undertakings eligible for grants on computers

All computers used for the purposes of a trade or business will qualify for grants. This includes computers bought by nationalized industries and the Post Office. The following will not be eligible to receive grants on computers:

(1) Government Departments or Government undertakings other than the Post Office.
(2) Local authorities and new town development corporations.
(3) Universities, schools or other educational institutions.
(4) Research institutions in receipt of Government research grants.
(5) Any other person acquiring a computer which is not for use in a trade or business.

Rate of grant

The normal rate of grant to eligible firms (wherever situated) which acquire computers will be 20 per cent. There are, however, some computers which are integrated with other plant and machinery carrying out a manufacturing process. The plant or machinery concerned would attract grants at the rate of 40 per cent if situated in a development area. The Board, therefore, recognize that there are cases where a computer located in a development area should be eligible for a 40 per cent grant, and these are described below.

Industrial or 'on-line' computers in development areas

Computers which are integrated with plant or machinery used for a manufacturing or extractive process which is located in a development area will be eligible for 40 per cent grants. This is conditional on:

(a) the existence of a channel or channels used for automatically conveying data between the computer and the process plant; and
(b) both the computer and the plant it controls being located in a development area.

Computers used in scientific research in development areas

A computer acquired by an eligible firm and used in a development area solely on scientific research work relating to a qualifying manufacturing or extractive process will also qualify for grant at the rate of 40 per cent.

Leasing of computers

As previously announced, a firm which hires out plant and machinery for use in a qualifying industrial process will, subject to certain conditions, be eligible for investment grants on the cost of that equipment. The Board of Trade also intend that grants should be payable to the lessor of a new computer which is hired out to an eligible user. In this case the grant to the lessor will be 20 per cent, and there will be no distinction between long and short leases, except as follows:

(a) It will be a condition of such grants that the computer concerned is not hired to an ineligible person or body for any period within three years of the commencement of the first leasing. If it is hired to an ineligible person during that time the lessor must notify the Board of Trade and the Board may require repayment of all or part of the investment grant.
(b) A leased computer may be used in a development area for scientific research as described above, or integrated with plant and machinery which would itself attract a 40 per cent grant. In these cases the lessor of the computer will be eligible to receive a 40 per cent grant provided that it is leased to the user for a period of not less than three years. If, for any reason, the lease has to be terminated within the three-year period, the lessor must notify the Board of Trade, who may require the repayment of all or part of the additional grant.

Inquiries

Firms' inquiries about the definition of computers eligible for investment grants should be addressed to the Computers Division, Ministry of Technology, Abell House, John Islip Street, London, S.W.1 (Tel. Tate Gallery 7431, Ext. 248). Other inquiries from firms about this notice should be addressed to the Board of Trade, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 3217 or 3361).

New industry for Hengoed, Glam.

THE BOARD OF TRADE announced on April 21 that the advance factory authorized in September 1965 for the Bargoed Development District has been allocated to Mono Containers Limited, of Eastcote, Ruislip, Middlesex. Mono Containers Limited manufacture plastic and paper food and drink containers and have production units at Durham and Dublin.

The size of the factory originally planned for Bargoed was 10,000 sq. ft., but the company have asked for it to be extended to 29,000 sq. ft. Employment should eventually be provided for approximately 150, the majority of whom will be male. Most of the workers will be recruited locally.

A site for the factory has been chosen at Hengoed and it is expected that construction will commence shortly. The premises will be erected by the Industrial Estates Management Corporation for Wales on behalf of the Board of Trade.

A party of directors, key workers and their wives are visiting South Wales at the end of April and will be accompanied on a tour of the area by Board of Trade officers. They will be received by the chairman of the Gelligaer Urban District Council.

Furniture manufacturer for Consett

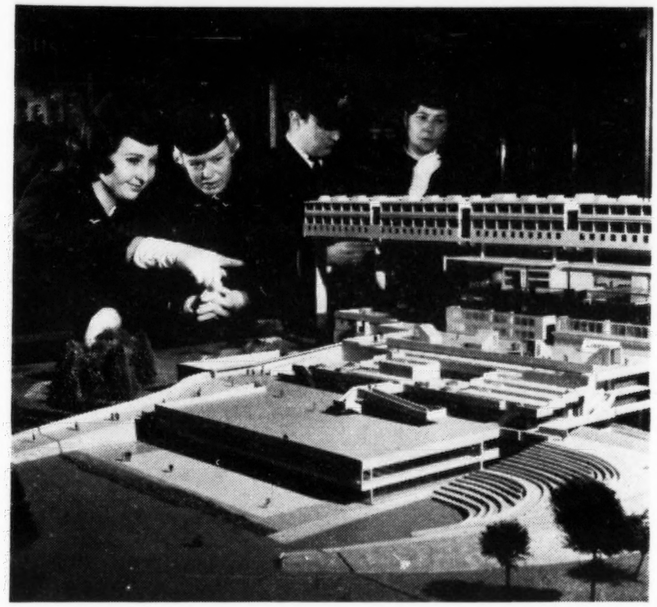
THE INDUSTRIAL ESTATES MANAGEMENT CORPORATION for England announced on April 19 details of a firm which is to take over the Board of Trade factory at the Castleside Industrial Estate, Consett, which became vacant towards the end of last year.

The 14,300 sq. ft. factory has been allocated to Castleside Furniture Limited, a newly formed upholstery manufacturing company. The new company, which has as its managing director Mr. J. H. Thomas, who has been associated with the furniture industry for many years, intends to occupy the premises at the beginning of May. It is anticipated that in due course jobs for about 60 people (mainly men) will be provided.

Castleside Furniture Limited will be in full production by July 1966, and making a range of upholstered three-piece suites and convertibles that are made by a new system of upholstery that leads to marked savings in production costs, and the products, it is claimed, will represent outstanding value.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.



British and overseas air travellers going to Scotland from London during April have been able to see this working model of the first phase of the town centre of Cumbernauld, now under construction, in the departure lounge of West London Air Terminal. Since the model was installed just before Easter, the Cumbernauld Development Corporation have received a stream of inquiries from businessmen who have seen it. A new airfield at Cumbernauld New Town is to open on June 16. It has been provided by the Cumbernauld Development Corporation as a further communications service to the industrial firms who are establishing factories in the New Town, and will enable the increasing number of companies which operate their own business and executive aircraft to fly direct to Cumbernauld. It also makes possible air-taxi links to Scotland's three major airfields at Glasgow, Edinburgh and Prestwick so that visitors arriving by scheduled services can fly straight on to Cumbernauld. And, of course, it is likely to be of particular value to Cumbernauld firms which are involved in the export drive.

New factory at Cumbernauld new town

MR. G. R. B. MACGILL, general manager of Cumbernauld Development Corporation, has announced that work has started in Cumbernauld New Town on the first phase of a specially designed 300,000 sq. ft. factory for the Lovable Brassiere Co. Ltd., of Romford, Essex.

The new factory will be situated in a commanding position in the Wardpark area of the new town, adjoining the main A80 Glasgow/Stirling trunk road. The first phase, which will cover 80,000 sq. ft., will be completed in 1968 and will provide employment for 500 people; when the factory reaches 300,000 sq. ft. employment will be provided for over 1,000 people. The architects responsible for the design of the new factory are Stanley Keen, Chartered Architects, 127 High Street, Brentwood, Essex, and the contractors are Melville, Dundas and Whitson, of Blythswood Square, Glasgow.

It is doubtful whether many firms in Scotland can demonstrate such a remarkable rate of growth as the Lovable Brassiere Co. Ltd. The firm came to Cumbernauld New Town in March 1964 and occupied an 11,000 sq. ft. standard advance factory; in January 1965 they took over an additional 22,000 sq. ft. advance standard factory and in April 1966 they have occupied yet a third one of 27,000 sq. ft., giving a total production area of 60,000 sq. ft.

When the firm finally move to their new factory at Wardpark the standard factories which they at present occupy will probably be released for new incoming industries, thus demonstrating the value of these type of premises to industries pre-located in new areas.

MOL industrial training centres

New London centre

MR. RAY GUNTER, Minister of Labour, it to open the new Poplar Government Training Centre at Empson Street, Bromley-by-Bow, E.3, today.

Designed to accommodate just over 180 adult trainees in construction, engineering and miscellaneous trades, the centre is part of the plans to extend the number of training centres throughout the country so that about 15,000 workers can be trained each year.

There are at present 30 Government Training Centres in the main industrial areas of the country, and Poplar is the fifth to be provided in the London area, the others being at Enfield, Waddon (Croydon), Perivale and Slough. Eight further centres are planned, and these will be at Coventry, Denton (Manchester), Granton (Edinburgh), Killingworth (North Tyne), Plymouth, in the Medway towns, in Sussex and in East Anglia.

Hotels and Catering Industry Board

The Minister of Labour is to appoint Mr. Julian Salmon, CBE, deputy chairman of J. Lyons & Co. Ltd., as chairman of the Industrial Training Board for Hotels, Restaurants and Other Catering Establishments, which it is planned to set up during the summer. Consultations with interested organizations about the precise scope of the board are to take place shortly.

New training film

Some 11,000 places are available each year on Government training courses designed to meet British industry's increasing demands for skilled manpower. A new film, 'Key to the Future', previewed at the Central Office of Information on April 22, sets out the opportunities for learning one of 40 trades at Government Training Centres (GTCs). This two-reel (18 minutes) production in 35 mm. Eastmancolour was completed by the Film Producers' Guild for the Central Office of Information on behalf of the Ministry of Labour. The film emphasizes the equal importance of retraining men with a redundant skill for another skilled trade. It also draws attention to the allowances paid to trainees, the thoroughness of GTC training, and the improved prospects which it assures.

'Key to the Future' will be available on loan from the Central Film Library. A set of stills may be obtained on application to: Publicity Section: Films and Television Division, Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1 (Tel. Waterloo 2345, Ext. 682).

Purchase tax on drugs and medicines

THE Commissioners of Customs and Excise have made a Direction under Section 17 (3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 3) Direction 1966, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from April 19, 1966, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1966.

To Head II of the Schedule.

Dioctyl sodium sulphosuccinate, whether or not mixed with danthron; Nitrazepam.

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

New Marine Safety telephone number

AS FROM May 2, the telephone number of the Marine Safety Division, Surrey House, 20 Lavington Street, London, S.E.1, will be changed to Waterloo 7999.

OVERSEAS COMMERCIAL POSTS

***Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the* Board of Trade Journal *of March* 18.**

British overseas commercial representatives' visits during May to July 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during May to July 1966:

ALGERIA (Algiers)	R. C. Robinson, M.B.E.	First Secretary (Commercial)	June-July	In present post since 1964.
ARGENTINE REPUBLIC (Buenos Aires)	S. Relton	Second Secretary (Commercial)	June	In present post since 1964.
AUSTRIA (Vienna)	R. E. Gamble	First Secretary (Commercial)	July	In present post since 1964.
CANADA (Edmonton)	W. C. Hodgkins	British Trade Commissioner	June	In present post since 1964.
(Vancouver)	J. C. C. Sloman	Assistant British Trade Commissioner	July-August	In present post since 1964.
CHINA (Peking)	A. J. Hunter	First Secretary (Commercial)	June-July	In present post since 1965.
CYPRUS (Nicosia)	J. L. Beaven	First Secretary (Economic Adviser)	June-July	In present post since 1965.
EGYPT (Cairo)	M. A. Holding	Second Secretary (Commercial)	June	In present post since 1964.
GREECE (Athens)	J. C. Petersen	Counsellor (Commercial)	July	In present post since 1964.
ISRAEL (Tel Aviv)	C. R. E. Brooke	First Secretary (Commercial)	June-July	In present post since 1964.
ITALY (Rome)	J. Beardwood, M.B.E.	Second Secretary (Commercial)	June-July	In present post since 1964.
LUXEMBOURG	F. J. Clough	Third Secretary (Commercial)	June	In present post since 1965.
RUMANIA (Bucharest)	A. Rendall	First Secretary (Commercial)	July	In present post since 1965.
SAUDI ARABIA (Jedda)	M. J. Copson	Third Secretary (Commercial)	June	In present post since 1965.
YUGOSLAVIA (Belgrade)	A. F. R. Harvey	First Secretary (Commercial)	June	In present post since 1965.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland, were listed at page viii of *Board of Trade Journal* of March 18, 1966.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or, in Northern Ireland, The Ministry of Commerce, Belfast, are also available for consultation on export matters.

GEDDES REPORT, *continued from page* 931

would remind all concerned that the Committee recommended that this proposal for financial assistance by the Government, should not be accepted unless the industry itself indicates its willingness to make the necessary adaptations and makes steady progress towards it. We agree with this recommendation; I know that the two sides of the industry are giving deep and urgent consideration to the Report and that they will be meeting to decide what can be done. I hope that we will be able to say that the past sad and sorry tale of suspicion and insecurity has ended and that we can now expect a real co-operative effort by all those concerned to make a thriving and forward looking industry with which we can all be proud.

'To end this survey of the Geddes Committee's recommendations I should like to say a few words about the proposals for Government action. These are extensive and I can assure you that since the Report was published a few weeks ago my staff and I have been giving a great deal of careful thought to the matter.

'The first and perhaps the most important is their proposal for financial aid to the industry in its reorganization. A considerable sum of money is to be invested in this, and I would like to point out that these proposals for financial assistance are strictly limited in time and entirely dependent on action which is taken to reorganize the industry in the manner proposed.

'The other proposals made are also being studied urgently and although I am not in a position at present to say what the Government's attitude to them is, talks have begun and I hope that you will have gathered by now that I and my colleagues in the Government are taking the Geddes Report very seriously indeed. We all know that there are no easy solutions to all shipbuilding problems. This Report provides a basis for saving the industry. But there is no room for half measure. The Report makes crystal clear the need for a combined effort by all concerned – in the industry itself, in its main supplying industries and by the Government. It is so important that everyone knows the issues involved that the Committee recommended and arranged for over 100,000 copies of a short version of the Report to be circulated to all those employed in the yards and works covered by the Committee's investigation. The Committee's proposals call for sweeping changes both in the organization of the industry and in industrial relations in the shipyards. We in the Government accept the case for changes. We believe that the Geddes Committee have done an excellent job.'

Malaysia and Singapore commercial officer available for discussion

MISS E. B. TEMPLEMAN, Second Secretary (Commercial) in Kuala Lumpur, is expected to be available in this country between June 13 and July 8 to discuss the market for consumer goods in Malaysia and Singapore, with particular reference to foodstuffs, toys, games, foundation garments and veterinary medicaments.

A special supplement on the opportunities for British industry in Malaysia and Singapore appeared in the *Export Services Bulletin* of February 7, 1966.

Firms or organizations interested should write for an appointment to their local Board of Trade Regional Office before May 11.

Visit of Australian and New Zealand railway officials

LEADING OFFICIALS of Australian and New Zealand railways will tour Britain's railway centres and installations and visit manufacturers of locomotives and railway equipment in many parts of the country. The visit began on April 26 and lasts until May 20.

There are seven Australian officials and one from New Zealand. Between them they represent every major railway network in the two countries. Their names are: Mr. E. H. Brownbill, chairman of Commissioners, Victorian Government Railways; Mr. B. A. Fox, secretary, Tasmanian Government Railways; Mr. R. J. Fitch, Commissioner, South Australian Government Railways; Mr. A. T. Gandell, CBE, general manager, New Zealand Government Railways; Mr. J. B. Horrigan, senior administrative and technical adviser, Western Australian Government Railways; Mr. A. G. Lee, Commissioner, Queensland Government Railways; Mr. N. McCusker, CBE, Commissioner, New South Wales Government Railways; Mr. K. A. Smith, Commissioner, Commonwealth Government Railways.

The visitors are guests of the Board of Trade and the United Kingdom Railway Advisory Service of the Ministry of Transport.

Establishment of British Calibration Service

A NATION-WIDE SERVICE to industry for the calibration of measuring equipment was announced by Mr. Frank Cousins, Minister of Technology, speaking in the House of Commons in the debate on the Queen's Speech on April 25. The Minister of Technology said:

'The state of measurement science and practice in a country is one of the surest signs of its technical efficiency. Modern industrial technology depends on accurate measurement. The country requires both a comprehensive system of national standards of measurement, tied to the recognized international standards, and also facilities for checking, or calibrating, measuring instruments and other test gear against such standards so that their accuracy can be authenticated.

'My department has carried out a detailed appraisal of this problem with the assistance of the Confederation of British Industry. It has become clear that in a number of important fields there is a lack of national standards, and that our calibration facilities need to be rationalized and augmented. This is necessary for three reasons. One is to expand our range of exports of measuring devices; in scientific instruments as a whole our balance of trade with our main competitors has recently been more than two to one against us. Another is to increase our exports of the types of industrial equipment which depend on precise measurement. I have been advised by industry that lack of authenticated calibration certificates has been a factor in losing important overseas orders. The third reason is to speed up technological advance throughout our domestic industry.'

The headquarters of the British Calibration Service, in the Ministry of Technology, will plan and regulate the Service. The actual calibration of instruments will be carried out in existing public and private laboratories throughout the country.

The headquarters will be responsible for inspection and approval of laboratories, and for maintaining the essential link between their standards and the national standards. The National Physical Laboratory will remain responsible for the national standards. It will be provided with adequate resources for discharging this duty and for developing measurement science and technology.

'I also propose to set up an Advisory Council on Calibration and Measurement to advise me on the operation of the Service and particularly on the requirements which laboratories must meet in order to be approved', said the Minister. 'I am very glad to say that Mr. Maurice Banks, deputy chairman of the British Petroleum Company, has agreed to serve as Chairman. Approved laboratories will be authorized to issue calibration certificates and to charge their customers economic fees. My intention is that when the British Calibration Service is fully established, it shall not, except for part of the cost of the headquarters staff, be a charge on public funds.'

Mr. Cousins said that instrument technology and measurement science provided one of the keys to the modernization of industry. In the United States and Germany they enjoyed high academic status. We must ensure that they were adequately covered in the curricula of universities and technical colleges.

'My second area of attack is industrial standards', continued the Minister. 'We are looking forward to a major revision of British Standards. A great opportunity to undertake this revision has been provided by the Government's decision to go metric. The task is not merely to translate existing specifications to their metric equivalents, but also to revise hundreds of existing Standards to bring them into line with the best international metric practices. The Government, through my Ministry, are providing substantially increased resources to the British Standards Institution for this task and we look to industry to do the same.'

Through its power as a purchaser the Government could promote the use of more advanced standards. The Minister of Aviation had recently completed negotiations with industry on a scheme for the alignment of industrial and defence specifications for electronic components and a supervisory system covering their testing. New and more comprehensive British Standards would emerge from this important scheme, the first of its kind. The work would be done by the British Standards Institution and the Electrical Inspection Directorate of the Ministry of Aviation, whose resources and expertise acquired for defence purposes would thus be used to the benefit of industry as a whole.

Snow-bound roads in the North of England during the early part of April provided a major efficiency test for a British developed V-type snow-plough that is 'geometrically perfect'. Designed by the Road Research Laboratory, and patented by the National Research Development Corporation, the Windsor V-type snow-plough is being manufactured, under licence, by William Bunce & Son of Ashbury, near Swindon, Wilts.

Appointments to National Research Development Corporation

MR. FRANK COUSINS, the Minister of Technology, has appointed Mr. G. C. Gaut, MA, BSc, and Mr. Alexander Ross to be part-time members of the National Research Development Corporation. Mr. Gaut is research director of The Plessey Co. Ltd., and Mr. Ross is the chairman of the United Dominions Trust and a director of Eagle Star Insurance and of the Australia and New Zealand Bank. He is a member of the British National Exports Council and chairman of the BNEC Committee for Exports to New Zealand.

PARLIAMENTARY ANSWERS

MONDAY, APRIL 25

Zambia copper price

The President of the Board of Trade was asked what action he was taking, in the light of the decision of the Zambian Government, to stabilize the price of copper in the United Kingdom.

Mr. Douglas Jay replied: 'The Zambian copper companies announced the day before yesterday that they would temporarily sell their production at the free market price for delivery three months ahead instead of at their earlier controlled price of £336 a ton. The Zambian Government subsequently announced the imposition of an export tax to be paid by the Zambian companies. We have informed the Zambian Government and producers of our concern about the price increases; and they are aware that it would be in their long-term interests to avoid increases which would encourage large-scale substitution of other materials for copper.

'Today's three months price on the LME fell to £548 a ton. A further fall would bring it close to the previous average price paid by the British fabricating industry for copper from all sources.'

Building in North-east

In reply to questions, Mr. George Darling, Minister of State, Board of Trade, gave figures for the year ended March 31, 1966 showing the number of applications for building grants and for plant and machinery grants from firms in the North-east development districts, the number approved, the estimated cost and estimated employment, the number of applications rejected, and the number under consideration. The figures are given in Hansard.

New Books

Classification of Commodities by Industrial Origin. Relationship of the Standard International Trade Classification to the International Standard Industrial Classification. United Nations Statistical Office (80 pages. 15s., by post 15s. 10d., from HMSO and Government bookshops). This is a further addition to the complex of publications containing details of ISIC and SITC. The *Standard International Trade Classification, Revised* and the two volumes of *Commodity Indexes . . .* which supplement it have already been fully described in the *Board of Trade Journal* (January 3, 1964, page 11). The *International Standard Industrial Classification of all Economic Activities* was first published in 1949. The current version, incorporating revisions based on the experience of using the original, was published in 1958 (3s. 6d., by post 3s. 11d., from HMSO). The purpose of ISIC is to provide a framework for the international comparison of national statistics of population, industries, distribution and labour. It is a classification by kind of economic activity (or industry), and not by kind of occupation or commodity. It does not draw distinctions according to kind of ownership, type of economic organization or mode of operation. An indexed version of ISIC, *Indexes to the . . . Classification,* was published in 1959 (25s., by post 26s. 7d., from HMSO). It contains, in addition to the schedules of ISIC, a numerical index, which lists under each class number the titles of activities or establishments and of commodities made or dealt in which characterize that group of the classification, and a complementary alphabetical index of the terms so listed. *Classification of Commodities by Industrial Origin* has been produced to fill a need expressed by a number of countries for a document which would indicate, for the wide range of commodities entering world trade, the industries from which they normally flow. This information is necessary, for example, if the growth in exports of certain commodities is to be correlated with expansion in the industries which produce them. This publication provides a link between commodities and the industries from which they flow in the form in which they are described in SITC. It contains two parts. In the first, opposite each item of the SITC is shown the corresponding class number from ISIC, and in the second the reverse relationship is shown. Where the SITC commodity item comprises a range of primary products belonging to more than one industry group, sub-divisions have been introduced to produce new items corresponding to a single industry group.

UK Market Intelligence No. 1 Basic Economic Planning Data. Research and compilation by E. B. Groves. 2nd edition (15 pages and 19 folding plates of tables. Published for the Institute of Marketing by Marketing House Publishers Ltd., Marketing House, Richbell Place, London W.C.1, £10 10s.). First published in 1965 and noticed in this *Journal,* February 26, 1965, page 450, the second edition follows the pattern previously established of presenting data on population, insured employees, incomes, retail spending, car density and rateable values by standard regions, economic planning regions and by counties. (The standard regions for statistical purposes have now been revised to coincide with the regions used for economic planning). The data has been culled from various official sources, but the compiler has made his own county employment estimates from the Ministry of Labour figures. The second edition includes more up-to-date figures where these are available, i.e. population, insured employees and car licences. Data fresh to this compilation is that on rateable values for domestic and commercial properties, and a more detailed breakdown of insured employee figures. The next edition is projected for 1969, and although this volume is presented in a looseleaf format, no provision appears to have been made for an updating service.

Economic Growth in Britain, edited by P. D. Henderson (296 pages, Weidenfeld & Nicolson, 42s.). Seven Oxford economists have contributed to this collection of essays on aspects of what the editor, in an introduction, explains is a comparatively new field of inquiry. Because of its novelty there is still considerable conflict of opinion about the reasons for a slow growth rate, and even more divergence about how the rate can be stimulated. The authors have attempted to provide not a programme, but an analysis, and they have limited themselves to only a few topics out of the many that are germane to their concern. Nor have they attempted to be topical: most of the essays were already finished by the end of 1964, and no account is taken therefore, of the National Plan. These limitations are acknowledged, but the editor points out that the studies do not necessarily suffer, since they attempt to be relevant to a context wider than would be affected by most recent events and policies. Each section has a briefly annotated bibliography, and there is an index.

Trade Policies for Britain. A Study in Alternatives, by Sidney Wells. Issued under the auspices of the Royal Institute of International Affairs (137 pages. Oxford University Press, 12s. 6d.). 'The object of this essay is to explore a field which at the present time is receiving comparatively little attention from British economists, namely the implications for the United Kingdom economy of various trade liberalization proposals' An attempt is made to distinguish between the broad consequences of freer trade achieved through multilateral negotiations, either inside or outside the framework of the General Agreement on Tariffs and Trade, or through participation of the United Kingdom in some kind of free trade arrangement, such as a European free trade area which included the European Economic Community, or an Atlantic free trade area. After briefly reviewing the current state of thinking in the United Kingdom regarding liberalization and integration, the author outlines some of the economic factors which he suggests should be borne in mind in reaching political decisions about trade policies. The author is Reader in economics in the University of Sussex.

Export Market Research: A Survey of British Activity, by Research Services Ltd. (12 pages. Research Services Ltd., Cambridge House, 20/24 Broadwick Street, London W.1, 25s.). This brochure presents the results of a survey, undertaken in 1965 among 96 manufacturing companies, which was concerned with their activity in the field of export market research. After a preliminary summary of the findings, the findings themselves are reported under the headings 'the incidence of activity', 'types of research activity', 'markets studied', 'expenditure on overseas research', 'means of conduct', 'attention devoted to overseas market research', and 'export markets: present and potential'.

Poznan International Fair 12-26 VI. 1966 (264 pages. Wydawnictwa Handlu Zagranicznego (Foreign Trade Publishing Agency), Periodicals Publishing Office, Marszalkowska 124, Warszawa, Poland). After some preliminary introductory material the bulk of this reference book is divided according to the major industrial sectors of the Polish economy represented at the Poznan International Fair. These include machinery and equipment, industrial consumer goods, textiles and leather articles, foodstuffs and agricultural products, raw materials and intermediate products. Each division of the book comprises a list of the Polish organizations from which the products can be bought, a short review of the sector's export achievements, and a description of the specific commodities offered for export. In the following pages the production and export of each commodity are given a longer, more detailed treatment. Statistics of trade and production are not, however, included. The participation of foreign exhibitors, and the commodities exhibited by them at the 1965 Fair, are briefly noted. The text is in English.

Tax Policy – Can Surveys Help? By Alan Williams (40 pages. PEP Despatch Department, 98 Kingston Road, London S.W.19, 7s. 6d. *Planning,* Volume 32, Number 494, March 1966). This broadsheet explains how information about the effects of taxation on the individual or the economy can be obtained by modern methods of survey research. It describes surveys that have already been made on this subject in Britain, Germany and the United States.

Planned Maintenance, by A. H. S. Lucas. Prepared with the collaboration of the Production Engineering Research Association and the Cranfield Work Study School (21 pages. Ministry of Technology, Millbank Tower, Millbank, London S.W.1, Free). An efficient maintenance scheme is an integral part of production which can increase output and reduce costs. Advice to industrial managements considering the advantages of planned maintenance is contained in this booklet which also describes the compilation of a facility register to establish what has to be maintained in the plant, the construction of the maintenance schedule and preparation of job specifications for machines, the drawing up of a 12-monthly programme and the keeping of history records to insure against inadequate or over-maintenance.

Management Information, by C. W. Smith (24 pages. The Administrative Staff College, Greenlands, Henley-on-Thames. 5s. *Occasional paper* No. 3). Among the many tools available to modern management which enable better decisions to be taken are the statistical techniques which are used to reveal both the facts pertinent to decision-taking and the relationships underlying sets of facts. This essay surveys five types of management statistics – those used for planning, control, research, perspective, and publicity – and shows how an integrated system of management statistics may be developed. In his conclusion the author stresses that in spite of the development of powerful analytical techniques by statisticians and operational researchers, coupled with the high-speed capabilities of electronic computers and modern communication devices, a very real problem still exists in determining exactly what information the executive levels of management do, in fact, require to enhance the effectiveness of their decisions.

Other publications

Sweden. March 1966. *OECD economic surveys.* 45 pages. 5s., by post 5s. 6d., from HMSO and Government bookshops.

MOST SUCCESSFUL AND PROFITABLE YEAR IN GROUP HISTORY

Pre-tax profits rise by over 10%

The Annual General Meeting of Lombard Banking Limited was held on April 22nd at the Europa Hotel, London. The following is an extract from the circulated Statement of the Joint Chairmen, Mr. Eric J. P. C. L. Knight and Mr. Maxwell Joseph.

The year 1965 has been the most successful and profitable year in our history.

Deposits from customers have increased by £22,005,000 to £92,048,000.

Ordinary Dividends totalling 21% have been declared and paid (1964 20%).

Group Profits before Tax increased by over 10%, although high interest rates increased cost of borrowings.

STATEMENT OF ACCOUNTS

Profit and Loss Account

Group Profit after Taxation available to Lombard Banking Shareholders is £1,251,000 (1964 £852,000). After dividends, Profit retained is £762,000 (1964 £380,000). Corporation Tax from 1st January, 1965, has been estimated at 40%.

If the Finance Act 1965 had applied and Corporation Tax had been 40%, earnings after tax and Preference Dividends would have covered the 21% Ordinary Dividend 1.7 times.

Balance Sheet

The Group's Balance Sheet, which exceeds £150,000,000 for the first time, reflects continued growth. Although much of the Bank's own advances to customers do not affect Deferred Charges and Interest, the Group total has increased to £9,976,000.

Dividends

An Interim Dividend of 5% and a Second Interim Dividend of 16% in lieu of Final Dividend was paid, making 21% for the year 1965 (20% in 1964).

Lombard Banking Limited

The Bank has had a most encouraging and successful year, benefiting from the first year's working of our City Office in Lombard Street, and from the expansion of our Head Office.

Advances to Customers increased to £62,776,000.

HOME SUBSIDIARIES

Lombard Bank Ireland completed its first full year's operation and our colleagues in Dublin have acquitted themselves well. Profits are encouraging and the Irish Directors and General Manager are confident of future development.

Lombank, our National Finance House operating throughout the British Isles, opened two new Branches. The Company had a most successful year and produced record Profits before Taxation.

Further development of this, our largest Subsidiary, may be anticipated when the present official policy of restraint is relaxed.

An increasing volume of business in finance for Plant, Machinery and Agricultural Equipment is being achieved. During 1966 a new Domestic Finance Division will be established.

Although there are sound reasons for believing that the Company's progress and profits will be well maintained, it would be wise to remind Members that every Finance House fights a running battle to contain ever increasing administrative and operational costs and that cost of funds do not seem to offer any hope of being less in the immediate future.

Devon House Finance Company again acquitted itself well and quality of business was well maintained albeit profitability was at a slightly lower level.

Awley Finance Company reports a more satisfactory level of business and profits for 1965. Despite undiminished competition, a great deal of progress has been achieved and will be maintained.

Plans are in hand to transfer future new business to the new Domestic Finance Division of Lombank with headquarters in Manchester. This new Division of Lombank will comprise Awley Management and Staff.

Tricity Finance Corporation effected economies throughout all departments and improvements in volume and quality of new business have brought about an increased profitability. Despite the recent imposition of severe restrictions in the field in which this Company operates, we are confident that this improving trend will be maintained.

Lombard Holdings had a satisfactory and profitable year. Investments and operations showed a marked improvement. We share our Management's confidence in the continued success and improving results of this Subsidiary.

OVERSEAS SUBSIDIARIES

Lombard Australia has achieved a volume and quality of business which enables us to report a substantially increased profit.

In Australia we see a potential for expansion and development unequalled in any other territory in which we are established. A new Branch was established in Canberra.

A building centrally situated in Sydney has been acquired and will become a dignified Head Office for Lombard Australia, by early 1967.

Lombard New Zealand has had a satisfactory year, despite difficult economic conditions resulting in a severe credit squeeze and restrictions.

New Managers have been appointed to our Branches in Auckland and Christchurch and the Administration of the Company strengthened.

On completion of alterations, the excellent property, which we purchased in Wellington, will become the Head Office for our New Zealand Group of Companies.

Lombank Canada was affected by economic conditions prevailing in Canada which created a severe shortage of liquid resources in the short term money market which resulted in the necessity for Lombank Canada to contract business.

Banque Orca S.A., our Swiss Subsidiary, enjoyed a consistently satisfactory and profitable year. We hope that development will gain pace in the not too distant future.

Lombard Banking (Cyprus) is reviving its business in Cyprus within well controlled and defined limits. Conditions throughout Cyprus have materially improved and recovery in the economic and commercial life of the island is quite remarkable.

RECORD RESULTS

We have succeeded in establishing record results for the Group in 1965 and there are good grounds for hoping that we shall produce even better results for 1966, but in the light of prevailing economic and political uncertainties this will not be easy to achieve. It would be unwise to make any forecast other than to assure you that no efforts will be spared to achieve this end.

LOMBARD BANKING LIMITED

BANKERS *Head Office:* LOMBARD HOUSE, CURZON ST., PARK LANE, LONDON W.1. GRO 4111 (30 lines)

Branches throughout the British Isles.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
May 6 .	**Plant and equipment, domestic and office furniture, miscellaneous stores including;**	**Command Ordnance Sub-Depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester (Tel. Colchester 73171).**

Hand operated crane; portable solid fuel boilers; 4,000 water containers; miscellaneous tool kits; paint spraying plant; lawn mowers; jacks; vices; Graham & Normanton boring and screw cutting lathe 28 in. SOB; 36 in. Wadkin circular saw bench; charging, lighting and generating sets; two Ross epidiascopes; three Ellis & Newton 35 mm. projectors; Planet 17 h.p. diesel industrial tractor; scrap metals; office safes ; clothing including khaki greatcoats; battle dress; woollen vests and drawers; boots and shoes; webbing equipment; suitcases; carpets; blankets; oak furniture including writing and other tables; bureaux; chests; oak and steel wardrobes; sideboards; arm and upright chairs; settees; kitchenware, etc.

May 10-12 .	**Machine tools, plant and equipment, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. Royal 4861).**

Machine Tools, including Swift, Harrison and Willson lathes; Jones & Lamson 4 in. by 40 in. automatic thread grinder; various milling machines; Snow & Rowland surface grinders; drilling and hacksawing machines; banding and other presses (including a Denison 100 ton hydraulic); Cooksley 28 in. circular saw bench; Cuthbert horizontal connecting-rod boring machine; upright single spindle drilling machines; tool grinders, etc.

Plant and Equipment: Sciaky type RAMU 100 kVA seam welder, 400-440 volts, 2 ft. 6 in. throat controller and 2 AEC ignitrons; 2 Mawdsley Lister 17.7 and 19 kVA two wheel trailer mounted generating sets with 3 cyl. diesel engine; overhead travelling and other cranes and lifting gear; Coventry Climax diesel driven forklift truck, 4,480 lb. capacity with 4 cyl. engine; Allen 36 in. autoscythes; 10 Evinrude 50 h.p. outboard motors; oil fired magnesium furnace and tank; air compressors, etc.

Clothing and Textiles: 5,000 Officers' khaki flannel shirts, size No. 3, with two collars; 4,800 shirts various; 5,900 blankets various; 10,000 pairs of boots; battle dress blouses and trousers; greatcoats; 27 tons mixed rags; 2½ tons woollen rags; 11 tons old tentage; 7 tons old canvas; hair and coir single and double mattresses; coloured curtains; cotton pillow slips; pillows various; rubberbacked hair rugs 3 ft. by 2 ft. and a large quantity of carpets.

Miscellaneous Stores: 5 cwt. tinfoil pieces; 8,800 yards 3 in. sisal rope; jerricans; batteries; motor generators; various steel two-wheeled trolleys; steel two-wheel shell transporting trucks 4 ft. by 2 in.; miscellaneous electrical and vehicles spares; Kelvin & Hughes Mk. 5 single channel portable recorders; various portable pneumatic grinders; hammers and drills; large quantities of medical and dental equipment; Cambridge Instrument Co. portable vibrographs, with stylus-on-celluloid recorders and viewers; electronic valves various; kitchenware.

Photographic and Allied Equipment: Photographic floodlight, spot light and micro flash units; cameras; light meters; lens; magazines; processing units; enlargers and sundries; 11 Zeis, Watson, Beck, Leitz, Galileo, Baker and Angus high-powered monocular microscopes.

Furniture: Bedside tables; dining tables; Windsor, easy, dining and steel stacking chairs; wardrobes; chests of drawers; settees; wicker linen baskets; oak writing desks; trays; mirrors and toilet cabinets, etc.

May 12 .	**Ground equipment and general stores, including:**	**No. 35 Maintenance Unit, R.A.F., Heywood, Lancs.**	**Brady & Son (Dept. L), 17 Warren Street, Stockport, Cheshire (Tel. Stockport 2252).**

Hydraulic servicing, air supply, air cooling, flushing and electrical servicing trolleys; spraying plant spares; wood and metal pallets; wooden engine cases; 550 Kee Klamp pallet assemblies; quantity of aluminium alloy racking components; Salter weighing machine 10 tons capacity; aircraft weighing machines 10,000 lb. and 30,000 lb. capacity; miscellaneous aircraft hydraulic jacks; quantity of conveyor stands; portable compressors; 500 plated tea and coffee pots; 1,600 metal framed stacking chairs; office and other furniture, etc.

May 19 .	**Technical and miscellaneous stores, including:**	**Central Ordnance Depot, Donnington, Nr. Wellington, Shropshire.**	**Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury (Tel. Shrewsbury 53131).**

35 diesel and petrol industrial fork lift trucks; 200 charging sets; generator sets; lighting set kits; fuel pumps; injectors and nozzles; tool kits; oil pressure gauges; Lister pistons and radiators; Ruston & Hornsby cylinder liners; Petters crankshafts and flywheels; roller bearings; Ruston & Hornsby and Dorman diesel engines; 58 winch trolleys; 1,200 sets of stocks and dies; lead acid batteries; wheels and tyres; tarpaulin sheets, canvas haversacks; Danarm chain saws; Lister auto trucks; crane attachments; petrol engined gasoline pumps; 3,500 telephones; 150 teleprinters; 3,500 microphone receiver headgear; hand microphones; 3,000 cable reels; connectors; supply units; filters; wireless installation kits; aerial and wave guides; frequency meters; survey and drawing instruments; 70 theodolites and levels; clinometers; prismatic compasses; telescopes; 1,150 binoculars; Marconi direction finder; wrist and stop watches; folding wooden tables; adjustable chairs; empty wooden crates and maintenance boxes; mine detectors and bomb locators.

May 24 .	**Miscellaneous stores including:**	**Ordnance Storage and Disposals Depot, Branston, Burton-on-Trent.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. Nottingham 54272).**

Machine tools; vehicle spares; wooden pallets and packing cases; large quantities of steel wire, nylon ribbon and tape; rubber seal and moulding paint; electric cable; 12 jerrycan filling machines; 800 yds (approx.) of blue cloth; tables; chairs; benches; cupboards, etc.

June 2 .	**Quantity of underground electric cable as laid, for removal from RAF Station, North Pickenham, Norfolk.**	**North Pickenham is approximately 3 miles from Swaffham, Norfolk, on the Swaffham-Watton Road. Sale at "George" Hotel Swaffham.**	**Cruso & Wilkins, 27 Tuesday Market Place, Kings Lynn, Norfolk. Tel. 3111**

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
May 3 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1 (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin (designate), Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, 42 Eastgate, Leeds, 2. (Leeds 31221/2/3 – Telex 55119).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2) – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Windsor House, Temple Row, Birmingham, 2. (Central 7234/7 – Telex 33376).

NORTH WESTERN: Mr H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

SWEDEN
IN 26 HOURS
HOLLAND IN 13

— much reduced handling time in ports

That's what TOR LINE's new freight service from Immingham gives you that no existing freight service can. TOR LINE operate freight services from Immingham (Lincs.) to Gothenburg and Amsterdam—two new lines in British shipping.

This is what they do.

T-Freight saves loading time. By T-Freight (trailer freight) cargo is shipped wholesale in trailers. Valuable time is often lost by having to unload freight into a warehouse, have it fork-lifted to the ship and dropped into the hold by sling. With T-Freight a load is simply driven on to the TOR LINE ferry on its trailer—and driven off just as easily at destination. All in less time than it would take to unload one lorry.

C-Freight loading. TOR LINE's new ferry has a Container Freight (C-Freight) service also. No extra charges for the excellent handling facilities within the terminals.

The TOR LINE ferry is fast. Twice a week to Gothenburg in only 26 hours. Weekly to Amsterdam in 13 hours. There is excellent access to Immingham by fast and traffic-free Lincolnshire roads.

Big capacity. The ferry will take units over 13 ft. high by 13ft. wide. Axle loads of up to 20 tons can be carried. Power is provided for refrigerated trailers as part of the all-in quoted rate.

It also has a passenger capacity of 980 and permanent space for 100 cars.

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Further information from your Haulier, Forwarding Agent or

TOR LINE, West Gate, King's Dock, Immingham, Grimsby, Lincs.
Tel: South Humberside 321 · Telex: 52361 · 'grams: Ferryterm Immingham

LAND FOR DEVELOPMENT

Site of
Dundee East Mineral Yard
(7½ acres)

British Railways Scottish Region offer for sale this prime industrial/commercial site in the centre of Dundee.

The site will become available for disposal in the late summer of 1966 and will be sold in whole or in lots.

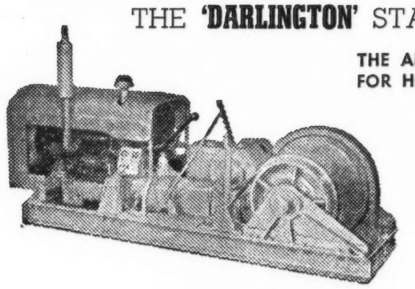
The site, fronting the main approach road to the Tay Road Bridge is served by an excellent road pattern and is in close proximity to rail and dock facilities.

Applications, stating requirements should be sent to the Estate Surveyor, British Railways, Scottish Region, 90 West Nile Street, Glasgow, C.1.

British Rail | Scottish Region

'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC



THE ALL-PURPOSE WINCH
FOR HOME AND OVERSEAS

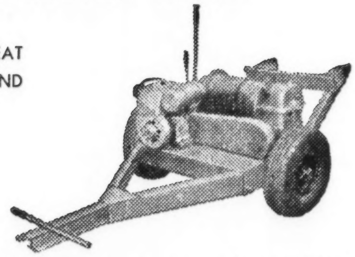
FOR HOISTING, HAULING,
LOADING, UNLOADING,
CONSTRUCTION OR
DEMOLITION WORK

THIS MACHINE IS
IDEAL FOR
OILFIELD WORK

THE 'DARLINGTON' PORTABLE
POWER DRIVEN WINCH

THIS WINCH IS OF GREAT
VALUE TO BUILDERS AND
CONTRACTORS

POWERED BY PETROL
OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) Ltd.
TEAM VALLEY ESTATE, CO. DURHAM

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	135	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	131	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	163	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	161	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	171	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	170	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	161	191	158	+ 61	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	165	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	131	153	148	124	108	156	131	152	187	155	+117	+ 71	+21	+20
4th quarter	129	132	155	151	126	109	161	130	164	195	157	+ 38	— 4	+13	+18
1965															
August	..	132	..	..	..	} 108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	132	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February		132*				109									

	ORDERS		PRICES AND COSTS					LABOUR				IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices											at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165*	121*	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165*	121*	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter			134·4	+4·3	113·6*	131·0*	165·9	279	260	+ 5	— 5	158*	153*	
1965														
August	166	122	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	163	117	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	165*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165*	124*	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165*	121*	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	121*	134·3	+4·4	113·0*	130·9*	165·0	285	245	— 1	— 1	158	146	..
February	165*	120*	134·4	+4·5	114·0*	131·1*	165·4	277	260	+15	+ 6	159	159	..
March			134·7	+4·3	113·9*	131·2*	167·2	274	274	+14	+10	158*	153*	

† Not seasonally adjusted. * Provisional.

Index of Industrial Production for February

THE PROVISIONAL INDEX of production for February 1966, prepared by the Central Statistical Office, is 132 (seasonally adjusted). The fall of one point in February in the 'all industries' index was due in part to reduced output in the construction industry to which heavy rainfall during the month may have been a contributing factor. Output generally may also have been affected by a higher than average sickness rate. The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1960	112·5	94	114·6	107	104	112	123	117	123	113	114	85	118	112
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	131·8	92	133·6	121	114	133	158	142	160	132	143	74	130	123
Unadjusted:														
1964 3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	136	98	136	117	112	126	161	140	165	136	147	75	133	132
2nd quarter	132	93	135	123	114	138	160	147	162	134	141	75	140	127
3rd quarter	123	81	125	119	113	131	153	137	155	120	133	72	112	109
4th quarter	137	95	138	126	119	138	158	146	160	138	153	75	133	125
1965 Dec.	133	93	133	117	110	129	156	155	156	138	156	75	132	113
1966 Jan. (prov.)	133	79	133	113	112	115	161	145	163	134	145	74	129	128
Feb. (prov.)	137	93	139	118	114	126	165	140	169	139	149	73	140	132
Seasonally adjusted:														
1964 3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter	132	96	133	122	113	137	157	140	160	133	144	74	127	127
2nd quarter	131	91	133	118	112	129	157	146	159	131	141	75	131	125
3rd quarter	131	92	133	121	116	132	159	139	162	130	142	74	127	120
4th quarter	132	90	134	123	116	135	158	145	160	135	146	74	133	122
1965 Sept.	131	90	132	120	114	131	156	137	159	130	140	73	129	120
Oct.	132	90	134	124	116	137	156	140	158	134	145	74	133	123
Nov.	132	90	133	124	118	136	155	140	158	133	144	74	131	123
Dec.	133	90	135	120	114	132	163	153	165	137	150	74	136	120
1966 Jan. (prov.)	133	89	135	125	117	139	162	149	164	138	153	73	130	125
Feb. (prov.)	132	87	135	122	114	136	159	137	162	135	146	72	135	126
Sept.-Nov. (av.)	132	90	133	123	116	135	156	139	158	132	143	74	131	122
Dec.-Feb. (av.) (prov.)	133	89	135	122	115	136	161	146	164	137	150	73	134	124

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	150	158	139	127	142	144	138	145
Unadjusted:															
1964 3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130	136	109
4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	141	141	123	121	108	130	152	158	142	125	146	141	137	172
2nd quarter	138	138	138	119	117	103	125	153	164	137	129	143	144	138	128
3rd quarter	122	122	121	115	111	93	127	145	155	129	126	130	137	138	117
4th quarter	134	134	134	126	123	107	135	152	155	147	129	148	155	139	165
1965 Dec.	122	119	131	114	114	101	116	140	142	137	123	135	149		178
1966 Jan. (prov.)	131	131	134	117	116	110	122	145	151	134	112	153			189
Feb. (prov.)	134	135	129	130	124		144	147	150	143	118	152			178
Seasonally adjusted:															
1964 3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138	136	133
4th quarter	132	131	133	120	117	102	128	153	159	144	130	140	140	137	141
1965 1st quarter	136	135	136	119	118	102	125	153	160	142	134	140	139	139	147
2nd quarter	135	135	135	120	118	103	127	150	159	135	129	141	141	137	140
3rd quarter	134	134	130	122	119	102	131	150	158	136	125	142	144	137	142
4th quarter	131	131	131	122	117	104	136	150	154	142	122	144	151	138	151
1965 Sept.	132	132	130	121	118	105	129	151	157	141	134	142	139		147
Oct.	132	133	128	123	118	105	137	150	156	141	118	144	146		143
Nov.	132	133	128	119	114	102	131	149	155	141	116	143	151		159
Dec.	129	127	137	124	119	103	139	149	152	144	133	144	157		150
1966 Jan. (prov.)	129	128	133	121	116	105	134	149	157	136	124	147			154
Feb. (prov.)	128	129	123	122	119		131	147	150	141	124	146			150
Sept.-Nov. (av.)	132	133	129	121	117	105*	132	150	156	141	123	143			150
Dec.-Feb. (av.) (prov.)	129	128	131	122	118	103*	135	148	153	140	127	146			151

* Latest available three months (November-January) and previous three months (August-October).

Orders, deliveries, production and exports in the engineering industries in February

ALTHOUGH THE provisional estimate of production in the engineering and electrical goods industries (Order VI of the Standard Industrial Classification) in February fell back from the high level recorded for December and January, the normal three monthly comparison indicates that output in the months December to February was 4 per cent higher than in the previous three months, continuing the rising trend evident since the middle of last year.

In the wider group of engineering industries which includes some vehicles in addition to engineering and electrical goods, preliminary estimates seasonally adjusted, indicate that new export orders in the three months ending February were 2 per cent higher with export deliveries 3 per cent higher than in the previous three months. Export orders on hand rose slightly during the month. Making the same three monthly comparison new home orders were 2 per cent higher with deliveries 4 per cent higher. Home order books showed little change during February.

Description of the statistics

The volume indices of production and orders on hand in Table 1 below relate to the engineering and electrical goods industries as

Table 1: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	140	143	106
1964	137	133	144	164	164	162	105
1965	143*	142*	146*	166*	165*	166*	111
1962 1st quarter	121	121	122	124	121	132	101
2nd quarter	125	123	128	123	119	133	107
3rd quarter	125	123	128	122	119	130	94
4th quarter	122	119	126	120	116	129	101
1963 1st quarter	123	120	130	122	120	125	111
2nd quarter	124	120	131	127	125	132	111
3rd quarter	129	123	138	134	133	137	97
4th quarter	128	124	136	141	140	143	107
1964 1st quarter	135	131	143	145	144	146	112
2nd quarter	136	130	143	151	151	150	111
3rd quarter	137	134	143	156	156	156	93
4th quarter	141	138	146	164	164	162	105
1965 1st quarter	144	143	147	170	170	169	106
2nd quarter	141	140	143	167	166	169	115
3rd quarter	143	143	142	164	165	165	107
4th quarter	146*	143*	152*	166*	165*	166*	115
1965 March	140	138	145	170	170	169	
April	138	138	138	167	167	168	
May	146	145	149	166	166	167	
June	138	137	141	167	166	169	
July	140	141	139	167	167	167	
August	147	147	148	167	168	165	
September	140	140	141	164	165	165	
October	145*	142*	151*	166*	165*	169*	
November	144*	141*	149*	166*	164*	167*	
December	150*	146*	156*	166*	165*	166*	
1966 January	153*	..	..	165*	163*	169*	
February	146*	..	..	166*	164*	171*	
Average:							
Latest 3 months	150						
Previous 3 months	143						
Percentage change	+4						

---

*Provisional.

(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.

(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.

(3) Index of the total value at constant (average 1958) prices of orders held in these industries.

(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against January are the averages of the seasonally adjusted figures for December, January and February.

Table 2: Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	141	143	134
1964	162	152	136	161	153	136	163	151	136
1965*	165	144	143	163	144	143	168	145	142
1962 1st quarter	121	120	122	118	117	123	130	131	120
2nd quarter	120	123	125	116	119	124	131	130	127
3rd quarter	118	121	125	115	120	123	129	123	130
4th quarter	117	118	122	112	115	120	128	128	128
1963 1st quarter	118	124	123	115	125	119	123	120	133
2nd quarter	122	137	124	120	133	120	130	148	133
3rd quarter	129	147	128	127	145	126	136	152	135
4th quarter	136	149	130	134	148	128	141	155	135
1964 1st quarter	141	143	134	139	145	134	144	137	135
2nd quarter	148	153	133	147	154	133	150	147	133
3rd quarter	153	149	135	152	147	135	158	155	134
4th quarter	162	164	140	161	164	140	163	163	139
1965 1st quarter	169	153	140	167	152	142	173	153	137
2nd quarter	166	139	142	163	138	142	173	139	142
3rd quarter	163	136	143	162	137	140	169	136	147
4th quarter*	165	152	147	163	152	148	168	152	143
1965 March	169	141	132	167	142	134	173	141	127
April	166	139	143	163	141	145	173	134	139
May	165	139	145	163	138	146	172	139	144
June	166	141	138	163	142	136	173	135	142
July	166	142	141	164	143	140	171	140	142
August	166	136	148	165	137	144	169	136	158
September	163	143	138	162	140	137	169	153	142
October*	165	143	147	163	141	148	173	148	142
November*	165	152	144	163	152	146	171	152	139
December*	165	149	149	163	151	149	168	142	149
1966 January*	164	145	153	161	144	155	172	151	147
February*	165	..	142	162	..	143	173	..	139
Average:									
Latest 3 months		145	148		144	149		151	145
Previous 3 months		143	143		141	144		148	141
Percentage change		+1	+3		+2	+4		+2	+3

* Provisional.

(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.

(2) At constant (average 1958) prices.

(3) The figures shown against the months are three month centred moving averages.

Table 3: Engineering industries (1) Unadjusted

Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965*	163	144	143	160	144	143	172	145	142
1963 1st quarter	117	132	126	115	135	122	123	121	139
2nd quarter	123	138	123	121	135	120	128	146	133
3rd quarter	130	140	120	128	137	119	136	146	124
4th quarter	135	145	133	131	139	131	144	159	139
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter*	163	147	151	160	144	152	172	156	148
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July	166	129	132	165	129	131	170	128	133
August	167	126	121	165	124	119	170	132	127
September	165	131	146	163	131	147	169	132	144
October*	166	155	149	163	147	151	173	179	144
November*	165	144	150	162	143	152	174	147	143
December*	163	144	154	160	144	153	172	144	156
1966 January*	163	137	142	160	139	144	171	130	139
February*	164	153	147	160	151	146	172	161	149

* Provisional.

(1) See footnotes (1) and (2) to Table 2.

(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Index of retail prices, March 1966

THE MINISTRY of Labour announce that at March 22, 1966 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 114.6, compared with 114.4 at February 22. The rise in the index during the month was due to increases in the prices of fresh vegetables and fruit and some other items, which were partly offset by reductions in the prices of eggs.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal. **Black and white prints:** *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.* **Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:

- *Rotating Electrical Machinery for November* 1965.
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- *Newspapers for July-September* 1965.
- *Agricultural Machinery for October-December* 1965.
- *Domestic Hollow-ware for October-December* 1965.
- *Pens and Pencils for October-December* 1965.
- *Toys, Games and Sports Equipment for October-December* 1965.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

Machine tools orders and deliveries in January

THE MINISTRY OF TECHNOLOGY report that, in January 1966, total deliveries of machine tools were valued at just under £11 million and total new orders at £11¾ million, so that orders outstanding rose to over £104½ million – more than recovering the slight fall in the previous month.

Home deliveries slip back

Home deliveries in January, at £8¼ million, seasonally adjusted, were well below the high level of late 1965, although still 12 per cent higher than in January 1965. Net new orders for the home market were the lowest since May 1964 allowing for seasonal factors (they are usually high in January) at just over £7½ million, so that they fell below the month's deliveries, similarly adjusted, for the first time for almost a year. Home orders outstanding, of £75½ million at the end of January, represented about 8½ months' work at current delivery rates.

Export deliveries falling

With export deliveries in January at £2½ million, seasonally adjusted, the downward trend since mid-1965 shows no signs of halting. However, net new orders for the export market, at £2¾ million, seasonally adjusted, did not show any further decline, so that export orders outstanding were kept up at around £29 million, representing about 10 months' work at current delivery rates.

Table 1 Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965*	140,623	40,546	100,077	103,838	28,815	75,022	156,678	39,412	117,266
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter*	35,944	8,543	27,402	103,838	28,815	75,022	37,441	7,707	29,734
1966 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October*	10,644	2,669	7,974	104,153	29,998	74,155	12,455	3,016	9,439
November*	12,309	2,860	9,449	104,570	29,545	75,025	12,726	2,407	10,319
December*	12,991	3,013	9,978	103,838	28,815	75,022	12,259	2,283	9,976
1966 January*	10,921	2,535	8,385	104,658	29,109	75,549	11,741	2,829	8,912
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
January 1965	11,116	3,637	7,479	91.614	29,915	61,699	14,948	3,603	11,345
January 1966*	10,921	2,535	8,385	104,658	29,109	75,549	11,741	2,829	8,912
Percentage change	—2	—30	+12	+14	—3	+22	—21	—21	—21

*Provisional

(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

(2) Figures are derived from deliveries and the change in orders on hand during the period.

(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

MACHINE TOOL PRODUCTION, *continued*

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,229	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965*	140,814	40,687	100,128	105,468	28,758	76,710	158,496	39,984	118,512
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter	35,056	11,836	23,220	96,576	29,831	66,745	38,920	11,502	27,418
3rd quarter	35,292	9,937	25,355	102,791	28,844	73,947	41,508	8,951	32,557
4th quarter*	36,263	8,434	27,830	105,468	28,758	76,710	38,940	8,348	30,592
1966 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April	11,227	3,328	7,900	93,591	30,879	62,713	12,107	4,041	8,066
May	11,728	3,626	8,102	96,243	31,492	64,751	14,379	4,239	10,140
June	12,101	4,883	7,218	96,576	29,831	66,745	12,434	3,222	9,212
July	11,020	3,087	7,933	101,666	29,753	71,913	16,110	3,009	13,101
August	12,012	3,496	8,516	102,667	29,422	73,245	13,013	3,164	9,849
September	12,261	3,355	8,905	102,791	28,844	73,947	12,385	2,778	9,608
October*	11,102	2,609	8,492	104,124	29,295	74,828	12,434	3,061	9,373
November*	12,549	3,053	9,497	104,539	28,909	75,630	12,964	2,667	10,298
December*	12,612	2,772	9,841	105,468	28,758	76,710	13,541	2,621	10,921
1966 January*	10,743	2,498	8,245	105,133	29,051	76,081	10,408	2,791	7,616
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months*	11,968	2,774	9,194	..	..	..	12,304	2,693	9,612
Average of the previous 3 months*	11,792	3,153	8,638	..	..	..	12,611	3,001	9,610
Percentage change	+1	—12	+6				—2	—10	N/C

Provisional*

(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sums of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*
Price 7s. 6d. (*by post* 8s. 3*d.*) Annual Subscription **£5** including postage and a copy of the Definitions of items and units employed in the Digest.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Car and commercial vehicle production in March

DURING THE FIVE-WEEK statistical period of March 1966, the recorded weekly average rates of production were 37,668 cars and 10,013 commercial vehicles. The effect of industrial disputes was only slight.

In the first quarter of this year 462,461 cars and 121,148 commercial vehicles were produced, in both cases much the same as in the corresponding quarter of 1965. In both quarters there was a loss of production due to industrial disputes, and this year due to gas shortages also.

On a seasonally adjusted basis output of cars recovered further in March to almost 148,000 for the month, a level above that of 1965 as a whole but for the quarter ending March was more than 5 per cent below the relatively high rate of output in the last quarter of 1965. On the same basis, output of commercial vehicles in March also increased, to almost 42,000 the highest level since 1961, and for the first quarter as a whole was almost 5 per cent higher than in the last quarter of 1965.

Following the receipt of revised information, car and commercial vehicle production figures for January have been amended.

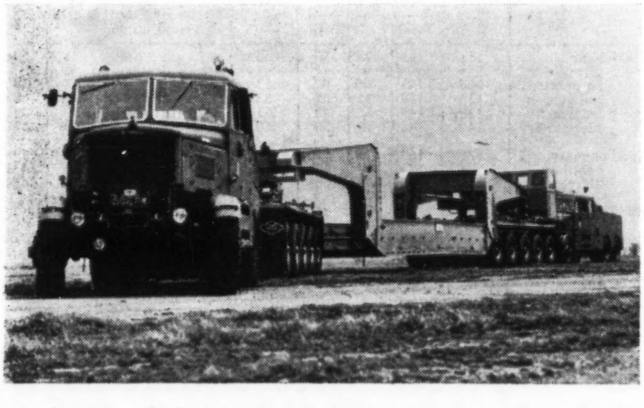
Car and commercial vehicles production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1: Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1964 4th quarter	13	454,975	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1966 1st quarter	13	462,461	35,574	115,337	8,872	5,811	447
1965 January	4	143,229	35,807	36,343	9,086	1,681	420
February	4	147,132	36,783	36,848	9,212	1,453	363
March	5	169,421	33,884	43,123	8,625	1,715	343
1966 January	4	128,800	32,200	31,899	7,975	1,696	424
February	4	145,322	36,331	35,333	8,833	2,154	539
March	5	188,339	37,668	48,105	9,621	1,961	392



The biggest vehicle ever exported from Britain to Russia, a 40-wheel 59-ton trailer capable of carrying 197-ton loads, left the Dereham, Norfolk, works of Crane Fruehauf Trailers Ltd. early in April, for shipment to the USSR. With the trailer, which is 93 feet long, went two Scammell Super Constructor tractors to be used with it hauling heavy electrical equipment in the Leningrad area.

Table 2: Production – seasonally adjusted

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·0	38·9
2nd quarter	145·9	40·6
3rd quarter	133·1	35·0
4th quarter	152·0	37·2
1966 1st quarter	142·8	38·5
1965 April	140·4	41·3
May	145·5	41·8
June	151·8	38·7
July	138·8	35·4
August	126·7	33·7
September	133·7	36·0
October	154·0	38·1
November	143·9	35·8
December	158·2	37·7
1966 January	137·3	35·2
February	142·8	38·6
March	147·9	41·8
Average of:		
October to December 1965	152·0	37·2
January to March 1966	142·8	38·5
Percentage change	—6	+4

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in February was 2 per cent higher than the previous year, compared with increases of 5 per cent in January and 6 per cent for last year as a whole.

Sales by food shops and clothing and footwear shops showed increases on a year earlier of 3 per cent and 1 per cent respectively, but household goods shops showed a decrease of 6 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1964 1st quarter	105	+ 8	114	+ 7	94	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1965 1st quarter	111	+ 6	123	+ 7	97	+ 2	109	+ 4	103	+ 8
2nd quarter	116	+ 7	122	+ 6	112	+ 7	115	+ 8	111	+ 7
3rd quarter	120	+ 6	123	+ 5	113	+ 9	121	+ 7	120	+ 7
4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1965 February	116	+10	128	+11	101	+ 9	125	+ 6	104	+11
March	111	+ 4	124	+ 6	102	+ 1	92	+ 5	101	+ 2
April	108	+ 4	114	+ 1	99	+ 5	108	+ 9	105	+ 8
May	123	+ 6	124	+ 4	127	+ 7	128	+11	114	+ 7
June	118	+ 7	127	+ 7	109	+11	110	+ 5	113	+ 6
July	116	+ 8	118	+ 6	103	+ 7	119	+11	122	+ 9
August	121	+ 6	122	+ 5	115	+ 7	126	+ 3	123	+ 9
September	122	+ 6	128	+ 4	120	+11	118	+ 6	116	+ 3
October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 2	132	+ 3	102	+ 1	119	— 6	104	Nil

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

United Kingdom trade in March

Table 1 (a)

Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964 . . .	368	475	13	—45
1965 . . .	394	480	14	—22
1964 1st quarter .	366	469	12	—41
2nd quarter .	365	477	13	—45
3rd quarter .	363	475	14	—51
4th quarter .	376	478	13	—42
1965 1st quarter .	383	458	13	—13
2nd quarter .	381	485	13	—39
3rd quarter .	399	489	15	—25
4th quarter .	410	490	16	—11
1966 1st quarter* .	414	507	16	—24*
1965 October . .	394	484	15	—21
November .	413	498	14	—16
December . .	421	490	17	+ 4
1966 January . .	396	506	16	—45*
February . .	432†	508†	17	— 6*†
March* . .	414	506	15	—22*
1965 4th quarter .	410	490	16	—11
1966 1st quarter* .	414	507	16	—24*

* Provisional estimates † Revised figures

Table 1 (b)

Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter . .	371·4	477·7	12·8
2nd quarter . .	377·5	480·8	13·1
3rd quarter .	338·7	460·4	12·0
4th quarter . .	382·9	479·7	13·3
1965 1st quarter .	374·0	464·9	13·6
2nd quarter . .	401·7	487·0	14·0
3rd quarter .	380·6	476·1	14·0
4th quarter . .	418·3	493·1	15·9
1966 January . .	378·0	524·4	14·8
February . .	412·7†	472·0†	15·6
March*‡ . .	475·0	547·9	20·3
1st quarter . .	421·9	514·8	16·9

* Provisional estimates † Revised figures

‡ The high recorded figures for March reflect an above average number of working days as well as seasonal factors (both these aspects are allowed for in deriving the seasonally adjusted series).

A more detailed article on trade in the first quarter 1966, with additional tables and charts will appear in next week's *Journal*.

Summary

EXPORTS CONTINUED TO EXPAND in the first quarter of this year. Imports were higher after a period of little change during the second half of 1965. The trade deficit in the first quarter was similar to the average rate for last year though larger than the low fourth quarter rate.

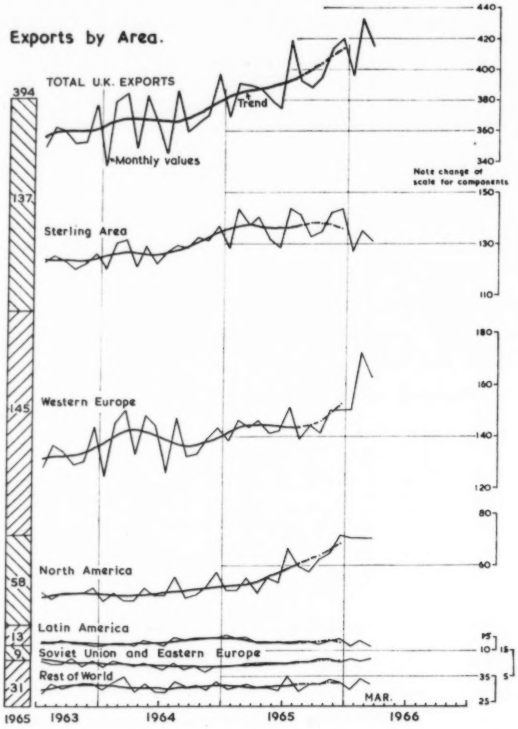


Table 2. United Kingdom exports: Areas †

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1965 Year . .	137	145	75	56	58	13	9	31	394
1st quarter .	136	143	74	56	52	15	8	31	383
2nd quarter	133	143	75	55	53	12	9	30	381
3rd quarter	138	145	75	55	61	13	10	32	399
4th quarter	140	148	78	56	66	13	10	33	410
1966 January .	126	150	79	55	70	11	11	30	396
February .	134	173	90	67	70	14	10	34	431
March* .	130	162	79	68	70	11	11	32	414
1965 4th quarter	140	148	78	56	66	13	10	33	410
1966 1st quarter*	130	162	83	63	70	12	11	32	414

* Provisional estimates

† From January 1966, Rhodesia hhs been excluded from the sterling area figures and included with the rest of the world.

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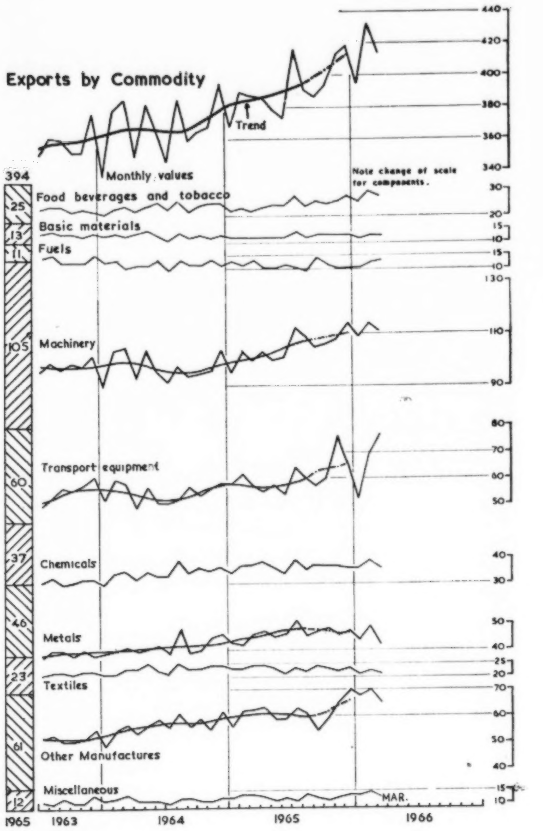
Trade balance

The trade deficit in March was £22 million, seasonally adjusted. In the first quarter of this year the deficit averaged £24 million a month, compared with £22 million a month in 1965 and £45 million a month in 1964.



Exports

Exports in March were £414 million, seasonally adjusted. The average for the first quarter, also £414 million, was 1 per cent greater than the high level reached in the fourth quarter last year and 5 per cent above the monthly average for 1965.

There was a further sizeable increase in exports to North America in the first quarter, bringing the rate to 20 per cent above last year's average. In addition exports to Western Europe in the first quarter showed a resumption of growth. Exports to EFTA countries (and particularly to Sweden) rose sharply, and exports to EEC countries increased further after their recovery in the fourth quarter. Shipments to the sterling area continued to show some weakness in the first quarter and were running 5 per cent below the average for 1965.

There was a further modest increase in exports of machinery in the first quarter, when they were 6 per cent above the 1965 average. Road motor vehicle exports were down on the fourth quarter last year and back to last year's average, but exports of ships and aircraft were maintained at a high rate (and were particularly high in March), and this partly contributed to the good performance in North American and EFTA markets. Exports of textiles and of metals and metal manufactures fell back a little in the first quarter.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Table 3. United Kingdom Exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

				Manufactures										
					Machinery and transport equipment									
	Food beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous	Total
1965 Year	25	13	11	333	165	105	47	13	37	46	23	61	12	394
1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
1966 January	26	12	10	334	166	109	43	11	36	44	21	68	13	396
February	30	13	12	361	182	114	52	18	39	49	22	70	13	432
March*	28	13	13	347	183	111	45	31	36	42	21	65	12	414
1965 4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
1966 1st quarter*	28	13	12	348	177	111	47	20	37	45	21	68	13	414

* Provisional estimates.

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Imports

Imports in March were £506 million, seasonally adjusted. For the first quarter they averaged £507 million, 3 per cent more than in the fourth quarter of last year.

There was a marked increase in the first quarter in imports of finished manufactures after their having flattened out in the second half of last year, with a particularly strong rise in imports of machinery. Imports of industrial materials increased moderately in the first quarter mainly owing to higher prices of basic materials and some semi-manufactures, including copper. Fuel imports continued to rise from their relatively low level in the third quarter of last year. The value of food imports eased back in the first quarter, but there were erratically high imports of tobacco (mainly from North America).

By area the higher level of imports in the first quarter was mainly in arrivals from North America and Western Europe, with

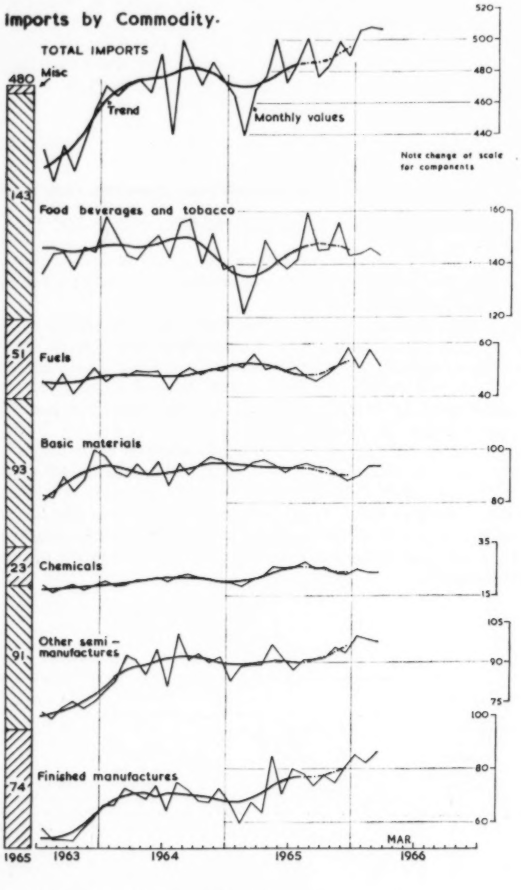
Table 5. Imports: Areas †

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year . . .	151	158	94	24	18	35	480
1st quarter . .	147	154	85	24	16	33	458
2nd quarter .	153	157	103	24	19	32	485
3rd quarter . .	152	160	97	22	19	36	489
4th quarter . .	152	160	91	26	18	39	490
1966 January . .	149	175	105	22	16	39	506
February . .	149	175	105	24	18	39	508
March* . .	149	183	104	23	17	34	506
1965 4th quarter . .	152	160	91	26	18	39	490
1966 1st quarter* .	149	178	105	23	17	37	507

* Provisional estimates

† From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.



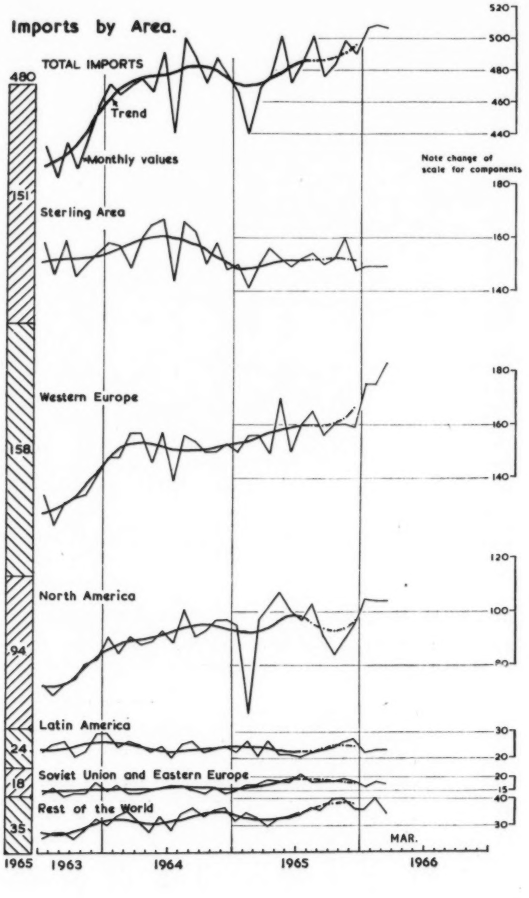


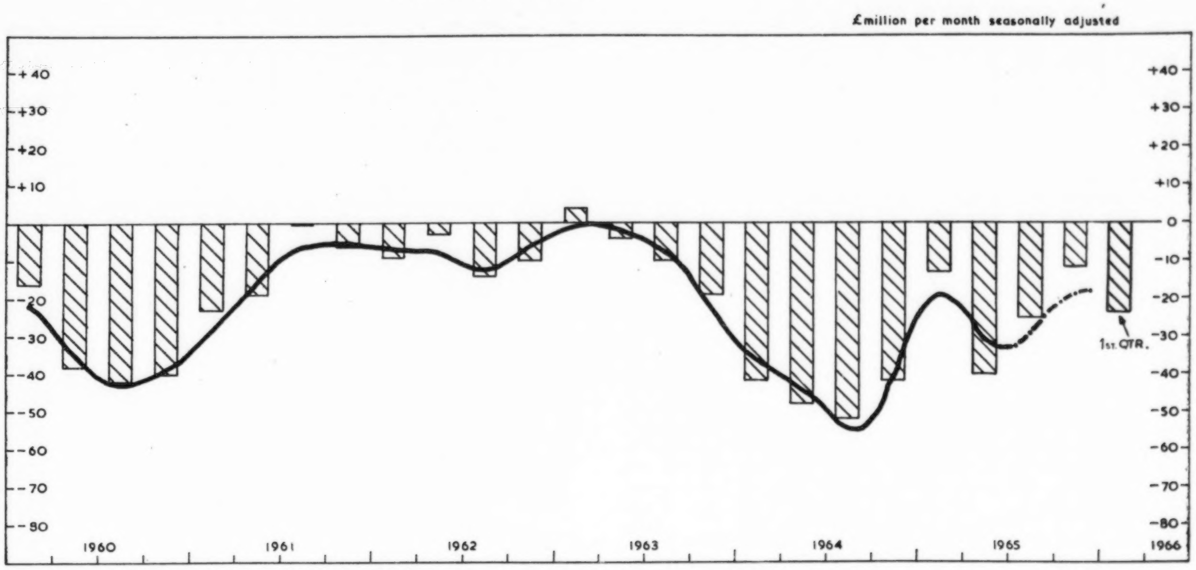
Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Food, beverages and tobacco	Fuels	Industrial materials: Total	Industrial materials: Basic Materials	Industrial materials: Chemicals	Industrial materials: Other semi-manufactures	Finished manufactures	Miscellaneous	Total
1965 Year	143	51	207	93	24	91	74	6	480
1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 January	144	51	214	90	25	100	85	9	506
February	146	58	217	94	24	99	82	7	508
March*	143	52	216	94	24	98	86	7	506
1965 4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter*	145	54	216	92	24	99	84	8	507

*Provisional estimates.

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

UNITED KINGDOM TRADE, *continued*

lower imports from all other main areas. The increase in imports from most industrial countries was associated with the rise in imports of manufactured goods. Imports from both the United States and Canada were greater in the first quarter. Within Western Europe imports from the Common Market and EFTA both rose significantly.

Notes:

(a) Detailed particulars of United Kingdom imports, exports and re-exports will be published on May 3,* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for May† due to be published on or about May 27.

(b) Trade balance. The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

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* Accounts relating to the Overseas Trade of the United Kingdom. March 1966, H. M. Stationery Office, Price 30s. by post 31s.

† Report on Overseas Trsde, published by H. M. Stationery Office, Price 4s., by post 4s. 5d. Annual subscription £2 14s. 0d.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

New companies registered

BELOW are details of new companies registered in Great Britain during March 1966, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	2,276	2,276
£1,000 and under £10,000 . .	1	999	1,000
£10,000 and under £50,000 .	—	156	156
£50,000 and under £100,000 .	—	18	18
£100,000 and under £1,000,000 .	—	29	29
£1,000.000 and above . .	—	1	1
Total Number . . .	1	3,479	3,480
	'000's	'000's	'000's
Total amount of Nominal Capital	£2	£9,435	£9,437

Companies registered in Great Britain in 1965 and 1966

	1965		1966	
	Number	Nominal Captal £'000's	Number	Nominal Capital £'000's
January . .	3,127	8,031	2,252	4,987
February . .	3,281	9,615	2,430	6,800
March . .	4,722	17,718	3,480	9,437
April . .	3,636	9,893		
May . . .	3,306	6,547		
June . . .	2,673	5,568		
July . . .	2,553	4,329		
August . .	2,276	3,865		
September . .	2,468	11,188		
October . .	2,573	4,948		
November . .	2,529	5,671		
December . .	2,702	14,968		
Total . . .	35,846	102,341		

British films quota returns—1965

RETURNS OF FILMS exhibited in 1965, which all exhibitors are required to make under the Films Act, 1960, have now been examined by the Board of Trade.

The Act provides that cinemas must show prescribed proportions of British films. For the year ended December 31, 1965, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the 'supporting programme'. Of the 1,795 cinemas (excluding 125 cinemas exempt from quota) whose returns were analysed, 199 cinemas which satisfied the conditions of the Act regarding quota relief had reduced quotas prescribed ranging from 12.5 per cent to 28.0 per cent instead of the standard first feature quota of 30.0 per cent; and 179 of these, playing double feature programmes, had reduced quotas ranging from 12.0 per cent to 23.0 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,795 cinemas were 29.0 per cent for first feature and 24.2 per cent for supporting programme.

The main points of the analysis are:

1. The average proportion of British films exhibited at all cinemas for first feature and for the supporting programme was again well above the prescribed level. The proportion for first features – 39.1 per cent was a decrease on the previous year's level of 42.6 per cent. The figures for supporting programme, also, are lower – 40.3 per cent against 44.9 per cent.
2. Of the 1,795 cinemas covered, 94 per cent achieved or exceeded their first feature quotas (against 93 per cent the previous year) and 94 per cent their supporting programme quotas (against 97 per cent the previous year). A large proportion of those which failed to achieve their quotas did so by only a small margin.
3. The average first feature film quotas achieved by the major circuits were 37 per cent for Rank cinemas and 47 per cent for ABC cinemas. Both circuits achieved 45 per cent for supporting programme.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Registration of films

THE Films (Registration) Regulations, 1960 S.I. 1960 No. 2291), as amended by S.I. 1961 No. 1826, have been further amended to provide for the registration as British films of co-production films made in accordance with an international agreement. The Schedule to the new Regulations sets out a new form of application for the registration of such a co-production film.

The usual registration form giving evidence of the British nature of a film is not required for a co-production film of this kind. Instead, completion of a new form, obtainable from the Board of Trade, will be necessary, giving the particulars which the Board of Trade require following completion of the co-production film to enable that film to be considered for registration as a British film and so be eligible for quota and levy benefits.

Notes:

1. An international agreement to co-produce films was signed by the United Kingdom and France on September 21, 1965, and came into operation on November 6, 1965.
2. The Film Co-production Agreement (France) Order, 1965 (S.I. 1965 No. 1856), made under Section 19 of the Films Act, 1960, provides that films made in accordance with the Franco-British Agreement shall be treated as though the requirements of Part II of the Films Act, 1960, as to the registration of a film as a British film are fulfilled.
3. Copies of the new Statutory Instrument 1966 No. 420, The Films (Registration) (Amendment) Regulations, 1966, are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 3d. (by post 6d. from HMSO, PO Box 569, London, S.E.1).

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended March 26, 1966:

Distributors' earnings submitted.		
High cost films	£656,927	
Low cost films:		
Eligible (after multiplying by 2½)	£10,528	
Not eligible for 2½ times rental	£2,326	
		£669,781
Films of less than 3,000 feet (after multiplying by 2½)		£43,607
		£713,388
Levy collections paid to Agency by HM Customs and Excise to April 4, 1966, together with an estimate of collections approximately covering entertainments for the four weeks ended March 26, 1966		£383,100

The fifth interim allocation for the ninth distribution period will be at the rate of 55 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, April 22, 1966.

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 29: *Evening Paper!*	Br/E 31225	9	April 18	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
L'Art pour l'Art (Art for Art's Sake)	Br/E 31226	6	April 18	Curzon Film Distributors Ltd.	Bob Godfrey Films Ltd.
Wonderful Caribbean	Br/E 31228	20	April 20	Columbia Pictures Corp. Ltd.	Film Services (London) Ltd.
This Proud City	Br/E 31233	27	April 22	,, ,,	Carrickford Productions Ltd.
Movietone News 1923	Br/E 30861	6	April 22	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1923A	Br/E 30862	8	April 22	,, ,,	,, ,,
Pathe News 66-31	Br/E 30947	8	April 22	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-32	Br/E 30948	8	April 22	,, ,,	,, ,,
			FOREIGN		
That Man in Istanbul	F 31222	117	April 18	Columbia Pictures Corp. Ltd.	E.D.I.C., Paris, C.C.M., Rome, and I.S.A.S.I., Barcelona.
Ride beyond Vengeance	F 31223	100	April 18	,, ,,	The Tiger Co.
The Thieving Magpie	F 31224	10	April 18	Curzon Film Distributors Ltd.	G. Gianini and E. Luzzatti, Rome.
His Woman, Her Man	F 31227	112	April 19	Border Film Productions (London) Ltd.	Maleno Malenotti, Rome.
Viva Maria.	F 31229	113	April 21	United Artists Corp. Ltd.	Nouvelles Editions de Films – Les Productions Artistes Associes, S.A., Paris, and Vides Cinematografica, Rome.
Galia	F 31230	105	April 21	S.F. (Film) Distributors Ltd.	Cine Alliance and Speva Films, Paris, and Variety Films, Rome.
The Loved One	F 31231	121	April 22	Metro-Goldwyn-Mayer Pictures Ltd.	Filmways Inc.
Dr. G. and the Bikini Machine	F 31232	90	April 22	Warner-Pathe Distributors Ltd.	American International Pictures Inc.

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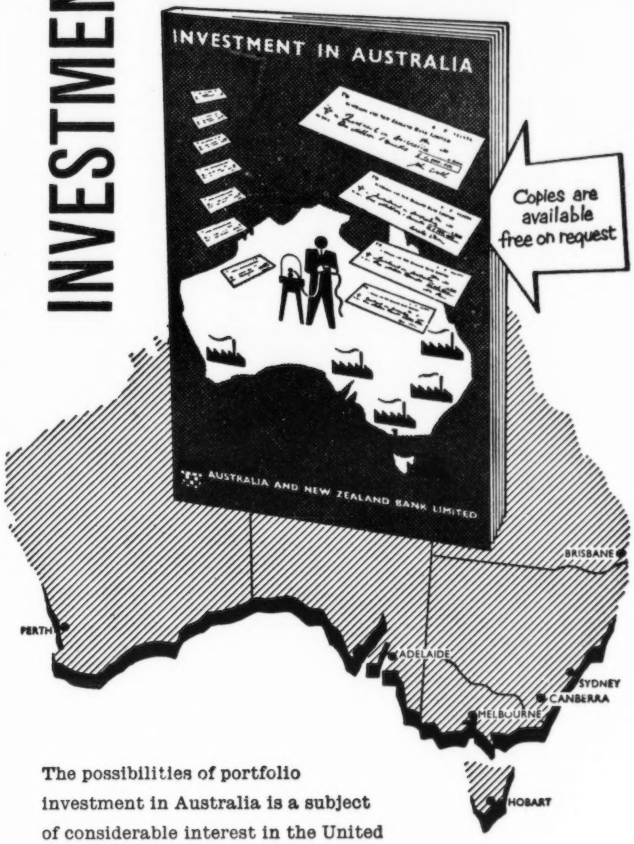
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Exhibitions and Fairs

OSLO PAVILION TO BE RE-BUILT

It was announced in London on April 25 that the £40,000 City of London Pavilion for the British Trade Fair in Oslo, which was destroyed by fire, was being re-built in time for the opening of the Fair. The decision was taken by Sir Lionel Denny, Lord Mayor of London, and Mr. Kingsley Collett, chairman of the committee responsible for the Pavilion.

Britain '66—British Trade Fair and Fortnight, Oslo

THE British Trade Fair and Fortnight in Oslo, was officially opened today (April 29) by Mr. Douglas Jay, President of the Board of Trade.

The promotion, 'Britain '66,' is a joint operation: British Exhibition and British Fortnight held for the first time simultaneously. The Exhibition, in traditional manner, offers an opportunity to both industrial and consumer manufacturers to display and demonstrate their products to both the trade and public, while the Fortnight is a combined effort by British exporters and the retail trade throughout the Oslo area to present and promote British goods on a vast scale throughout the retail network.

Both events, strongly supported by the Board of Trade and the Confederation of British Industry, are being organized by British Overseas Fairs Ltd., in conjunction with the Export Council for Europe.

More than 450 British firms are being represented in the massive Varemesse exhibition hall, showing products ranging from heavy capital goods such as ship components and steel products to engineering products, cars and consumer goods. Among outstanding exhibits in the capital goods section are large-scale displays by the British Iron and Steel Federation and the Shipbuilding Conference, and by Roll-Royce, English Electric, BICC, Dunlops and Pilkingtons. Producer goods exhibits include plastics, rubber products and special steels, small tools, electrical and electronic equipment, diesel engines, pumps, screws and fasteners, instruments and control equipment.

Central features of the Exhibition, are a British Motor Show; a series of contemporary room settings staged by the Council of Industrial Design and 'Ideal Home' magazine; and a Food Hall selling every-day British foodstuffs.

The Motor Show features the latest models from the works of Rover, Rootes, Leyland, BMC and Rolls-Royce whose exhibit centres round the 'Silver Shadow'. Besides the indoor motor show in Oslo, tractors, buses and cranes are exhibited in the outside areas around the exhibition hall.

The Food Hall, run on the lines of a British supermarket, features on its shelves the products of nearly 50 of Britain's consumer goods manufacturers including Bovril, Cadbury's, Gillette, Huntley and Palmers, Jacob's and Schweppes. In the Food Hall over the next Fortnight, special one-day promotions are planned which include a 'Cheese Day,' when British cheeses will be prominently displayed and available for sampling by visitors. Other days include a 'Tea and Biscuits Day,' a 'Scottish Day,' and a 'Pickles, Chutneys and Sauces Day'.

Over 600 shops and stores in the Norwegian capital and its suburbs, including the town of Drammen, are participating in the British Fortnight promotion. Although the major department stores and the majority of the smaller shops already stocked British goods, the products of an over-whelming number of 1,000 manufacturers have been identified. The windows of nearly all the stores are promoting British goods. A Window Dressing Competition, being run by the organizers, offers a first prize of an all-expenses-paid week's holiday in Britain. Steen and Strom are running a promotion throughout their store under the title 'Portrait of Britain' which features an English pub. Replicas of the Crown jewels are a feature of another store, Christiana Glasmagasin, who are also featuring Wedgwood products and have mounted an MGB sports car on four Wedgwood cups at the entrance to their store. The Vest Vika Street Association have mounted a mock-up of Petticoat Lane and a chiming model of Big Ben is sited at Egertoget.

The programme for the next 16 days of the Fair and Fortnight includes an official two-day visit by HRH Prince Philip on May 2; a visit in state by the Lord Mayor of London and the staging of the Lord Mayor's Show on May 9; performances by the band of the Queen's Own Highlanders: Anglo-Norwegian Football Matches; Margot Fonteyn dancing with the Royal Ballet and other cultural events; and a series of symposia on subjects of mutual interest to both countries.

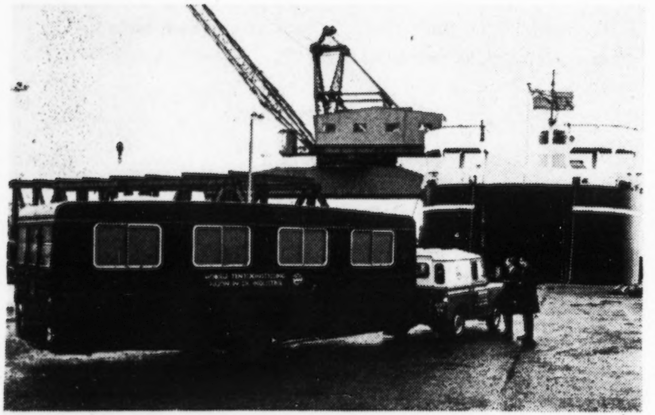
Several exhibitors are participating in these and other supporting promotions: Bassett's the sweet makers, and Heinz, producers of canned foods, will have floats in the Lord Mayor's Show, while Marks & Spencers, will be featuring their range of clothing in a special St. Michael Boutique in one of the stores, besides exhibiting in the Food Hall.

Rothman's of Pall Mall, are sponsoring a racing event named The Rothman British Exhibition Horse Race and Tate & Lyle are sponsoring the Tate Veteran Car Rally organized in conjunction with the Norwegian Veteran Car Club and Lord Montagu of Beaulieu.

Duke of Kent to open Lyons British Week

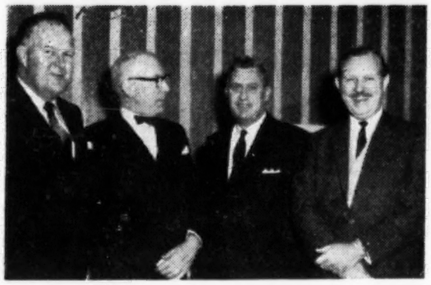
HIS ROYAL HIGHNESS THE DUKE OF KENT, accompanied by Her Royal Highness The Duchess of Kent, will inaugurate the British Week at Lyons which is to take place from October 21 to 30, 1966.

This was announced in Lyons at the meeting of the Anglo-French Committee which has been meeting regularly to organize the



This mobile exhibition designed to increase exports of ICI plastic 'Fluon' left Felixstowe recently for a two-week tour of industrial establishments in Holland. The demonstration caravan contains over 200 exhibits showing the application of this plastic in complicated industrial and laboratory equipment such as aircraft, chemical plant and electronic components, to non-stick frying pans, coated skis and razor blades.

Opening the Fourth Pipes, Pipelines and Pump exhibition at Earls Court is the President of the Board of Trade, Mr. Douglas Jay. More than 65 firms representing a cross section of production in the fields of pipes, pumps, valves and equipment associated with the industry were on display. On the left of the picture is Dr. Jeremy Bray MP fulfilling his first public engagement as Parliamentary Secretary of the Ministry of Power.



Seen at Halifax Airport prior to his departure to Halifax, Yorks, is Mayor Charles A. Vaughan, of the City of Halifax, Nova Scotia. The purpose of his visit is to repay the visit of the Mayor of Halifax, Yorks who went to Nova Scotia to open a shopping promotion week. Whilst in the United Kingdom, Mayor Vaughan will receive the Freedom of Halifax, Yorks. Pictured left to right are: Alderman Tom Trainer, City of Halifax, Mr. J. Mitchell, Manager, Port of Halifax, Mayor Charles Vaughan and Mr. G. Ronald Latham, British Trade Commissioner, Atlantic Provinces.

British Week since the event was first announced in October 1965. Today's meeting was presided over by His Excellency Sir Patrick Reilly the British Ambassador. It was attended by the representatives of the Prefet of the Rhone-Alpes Region, the Mayor of Lyons, the Lyons Chamber of Commerce and the Federation of Lyons Trade Associations as well as by the British Week office at Lyons and other British organizations concerned in the preparations namely the Board of Trade, the Export Council for Europe and the British Chamber of Commerce in France.

The inaugural ceremony will take place on the morning of October 21 and during their visit to Lyons The Duke and Duchess of Kent will visit the technical and artistic exhibitions which are being planned to support the Week.

Occupying several floors in an impressive new building, the Jewellery Trade Centre was opened recently in Farringdon Road, London, close by the famous Hatton Garden. With a determined effort to bridge the gap that now exists between exports and imports, the organizers intend to make the centre a permanent display for a wide range of products produced by the jewellery industry. A continuous programme of advertising activities is being planned both in the United Kingdom and overseas to attract buyers to the centre and a multi-lingual catalogue will be published providing a permanent record of the many exhibits at the centre.

Call for more punch in exports at HEVAC exhibition

THE FAST-GROWING £200 million United Kingdom heating and ventilating industry met a strong foreign challenge at the fourth HEVAC, the International Heating and Ventilating and Air Conditioning Exhibition held at Olympia, London, from April 14 to 22. Opened by Lord Robens, chairman of the National Coal Board, the exhibition was 20 per cent larger than the previous one in 1964, and its growth represents the expansion of the industry during this two-year period. Referring to the contribution the industry makes to the national economy, Mr. Ray Shepherd, president of HEVAC Association, said they were continuing to widen their export activities which at present represented 10 per cent of turnover and he was confident that the exhibition represented an important channel leading to increased global markets. 'I repeat', said Mr. Shepherd, 'we are doing reasonably well on exports but I think we should be doing better. We should put more punch into our efforts, lose some of our insularity and be prepared to pander to overseas markets, not merely to expect them to buy British equipment. The picture of British manufacturers abroad does not sparkle quite so brightly as some of us think,' continued Mr. Shepherd. 'We need to give ourselves a new face and the best way to do that is to back up our undoubtedly good products with first-class service and reliable delivery dates.'

With exhibition stands covering 100,000 square feet, the whole accent of the exhibition was on fuel economy. Some new systems introduced not only meant cheaper running costs but made installation equipment cheaper. A considerable amount of effort was now engaged in research and the days of rule of thumb were receding with heating and ventilating engineers, men of considerable knowledge and experience, backed by laboratory facilities. Studies in air flow, heat transfer combustion efficiency and the noise factor of ventilation are now invariably based on laboratory work.

With a buoyant home demand for central heating, the exhibition had a variety of new boilers and closed circuit distribution systems which claimed to cut installation costs by as much as 20 per cent.

One firm introduced a boiler which included a built-in cylinder leading to quicker, easier and cheaper installation, and at the same time because of less pipework saved fuel by eliminating heat losses.

The Gas Council, banking on encouraging North Sea natural gas drillings, demonstrated methods of converting existing equipment to operate economically on gas, and the Ministry of Public Buildings and Works illustrated the special problems associated with heating and ventilating new Embassy buildings in Rome, Madrid and Ottawa.

Among the new products introduced at the exhibition was a new fire-resistant sound absorbent foam developed after two years of research by a United Kingdom company and tested by the Ministry of Technology. It is to line and silence air ducts and the Greater London Council, the makers say, have indicated it will accept the new material in its building regulations.

Another company reported the sale of £50,000 worth of steam boilers to Africa and the West Indies, and a special gas fired steam boiler for a poultry processing station in East Germany.

One interesting exhibit was a radiator occupying only three square feet of wall area, yet, claimed the markers, its heat output was equivalent to a standard steel radiator of 61 square feet in area. Thermostatically controlled and using two silent fans the radiator was being installed in flats in Scotland, Spain, France, Italy and Israel.

Pneumatic equipment for coal and ash handling with solid fuel boilers was demonstrated and a new suspended air heater designed to save factory floor space caught the eye of many visitors. The makers were at present employed on the largest radiant heating system in Britain which will cover 13½ acres and utilizing 1,000 heaters.

Rover Gas Turbine had a novel display which illustrated the possibility of using a small gas turbine as a total energy set for domestic heating, air conditioning, hot water and electrical supply. Vokes of Guildford had several new developments on show, including an electrostatic air cleaner which included an automatic cleaning cycle. The company claim that they have become one of the largest suppliers of expansion bellows for district heating schemes in Scandinavia, and that exports now approach 40 per cent of total turnover.

Some 10 per cent of the exhibition space was taken by overseas manufacturers, notably a large show by the Ontario Government and by two Japanese engineering groups.

British mechanical engineering firms at Zagreb Spring Fair

A report from the British Consulate-General, Zagreb

THE 70th annual International Zagreb Fair from April 16 to 24 was opened by Mr. Anton Bole, the President of the Yugoslav Federal Economic Chamber.

The Board of Trade, in a joint venture with members of the British Mechanical Engineering Federation, contributed to this Fair with an exhibit showing a range of British products and services. All companies exhibiting had prepared their publicity material in Serbo-Croat, and in addition, there were daily showings of technical films and prestige films about Britain, also in Serbo-Croat.

Balding Engineering Co., Ltd., Norwich, Norfolk, showed a Beaver swivel turret milling machine about which they have received a number of inquiries.

Blewis and Shaw (Plastics) Ltd., Kingston-on-Thames, Surrey, showed examples of moulded plastics containers for the pharmaceutical and cosmetics industries. This company reported considerable interest in their products. Firm business is restricted by the present shortage of foreign currency in Yugoslavia, but the company are pursuing the possibility of a licensing arrangement with a Yugoslav counterpart.

An impressive exhibit by John Kimbell Co., Ltd., Basingstoke, Hants, showed a packaging machine of unique design. In addition, they demonstrated a new method of mixing material for chemical, pharmaceutical and cosmetics industries. The company reported relatively few inquiries but those received appear to be of a serious nature.

Millar's Machinery Co., Ltd., London, E.C.2, have supplied their specialized Well-point dewatering equipment to a leading

Yugoslav contracting company and are considering hiring further installations either from their Italian Fleet or from the United Kingdom. Considerable interest was expressed by visitors in Wellpoint equipment and its application.

Mitchell Engineering Ltd., London, showed pictorial examples of their range of equipment, including mechanical handling equipment, coal washing equipment, boiler plant and high speed machinery for the food processing industry. Interest was shown particularly in equipment for ore handling in steelworks.

Howard Rotavators, West Horndon, Essex, reported a lively interest in the smaller cultivators on exhibit and both machines of this type which were on show were sold. Their wine press caused interest and promising inquiries. Most potential customers were small private farmers and future business in this field appears promising as many of the individual farmers now have hard currency which they wish to invest on increasing the productivity of their holdings.

The Simon Engineering Group, Stockport, had a visual publicity display. They report several inquiries from Yugoslav and Russian organizations which they will pursue.

Venner Ltd., New Malden, Surrey, demonstrated selected examples from their range of electrical equipment and electronic apparatus. The company have received inquiries from Yugoslavia, Germany, Hungary, Turkey, Poland, USSR, Czechoslovakia and Sweden which, it is hoped, will eventually lead to firm business.

The British Mechanical Engineering Federation, London, also provided an information stand and dealt with numerous inquiries and arranged meetings and contacts with Yugoslav organizations. The Federation found that the provision of interpreters in Serbo-Croat, Slovenian and other European languages was invaluable as many inquirers have no language but their own.

During the Fair, discussions were held, under the auspices of the Croatian Economic Chamber, between representatives of the above companies and various Yugoslav enterprises on the possibilities of closer economic co-operation. Sir Duncan Wilson, KCMG, British Ambassador in Belgrade, attended the opening of these discussions.

Five Japanese businessmen have arrived in England to spend two weeks as guests of the Valor Co. Ltd. During their stay they are visiting the 12th Hardware Trades Fair at Olympia. Left to right are: K. Kocho, administrative manager, Valor (Japan); S. Oguri, managing director, Sasaki Shoten; Y. Toyooka, assistant manager of general merchandising, Koyo International Inc., from Tokyo; J. Wada, assistant manager, Valor Division, Koyo Corporation, from Osaka; and T. Fujimoto, managing director of Shikoku Bearings from the Island of Shikoku.

Dutch, German and Austrian paper sales' representatives pictured at Wiggins Teape's head office in the city of London recently during a four-day visit to the Group's British paper mills and offices. They came to learn about NCR paper, which gives copies without the use of carbon, and talks in English were simultaneously translated into Dutch and German. The visitors saw NCR paper being made in South Wales, and learned that over half of Wiggins Teape's output is exported to 62 countries.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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International Chemical & Petroleum Engineering Exhibition Olympia, London 15-24 June 1966

The International Chemical and Petroleum Engineering Exhibition is the first of a new series with full international representation. Some 600 companies from 14 countries will be taking part, displaying plant, machinery, instruments and equipment covering oil well machinery, petroleum refining plant, and plant, machinery and ancillary equipment for the extraction, production and exploitation of chemical and petroleum products of ever-increasing diversity. The exhibition, which will be the largest of its kind ever held in the United Kingdom, is presented under the joint sponsorship of the British Chemical Plant Manufacturers Association and the Council of British Manufacturers of Petroleum Equipment and will occupy the whole of Olympia's three main halls, both ground and first floors, totalling over 450,000 square feet.
Concurrently with the exhibition, the 4th Congress of the European Federation of Chemical Engineering, entitled 'Interaction of Technology and Economics in Process Plant', organised by the Institution of Chemical Engineers, will be held at Olympia, and there will be a daily programme of talks and films entitled 'The World of Oil Presents . . .'
Supplementing the phenomenal growth of the industry over the past few years, the International Chemical and Petroleum Engineering Exhibition will constitute an outstanding and memorable event of major importance to all chemical plant and petroleum equipment users.

For further information, admission tickets, hotel and travel arrangements, please write to the organisers:
F. W. Bridges and Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1
Telephone: CHAncery 9011. Cables: Indatfa London WC1. Telex: 262567.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

India and Argentina

INDIA AND ARGENTINA entered into a trade agreement on March 26, 1966. The agreement aims at the expansion and diversification of Indo-Argentine trade. At present, India's main exports to Argentina consist of jute goods and it has been suggested that Argentina could export such products as machine tools, dairy produce and wheat in greater quantities to India. However no formal list of commodities to be exchanged has yet been published.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Morocco and Sweden

THE MOROCCAN *Bulletin Officiel* of March 9 announced the renewal, for a further year from February 1, 1966, of the protocol to the trade agreement of 1960 between Morocco and Sweden. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

£5 million loans for India

AGREEMENTS FOR TWO loans totalling £5 million to the Government of India from the British Government were signed in New Delhi on April 20 by Shri Krishna Moorthi, Indian Ministry of Finance, and Mr. John Freeman, the British High Commissioner.

Of the two loans the larger is for £4,833,000 and is to finance imports from Britain required for production at the heavy electrical factory at Bhopal, which has been a major recipient of British aid in the past. In particular the loan will be used to purchase components for six large turbo-generators which are to be manufactured at Bhopal for the Government of India's electricity transmission programme.

The other loan of £167,000 is to help finance the construction of a sulphuric acid plant at Sindri for the Pyrites and Chemical Development Company Limited. It follows a previous British loan of £500,000 for this project signed on January 29, 1965. Together these loans will cover the sterling cost of the plant.

As with other recent British loans to India these new loans are free of interest, and for 25 years. Repayment will not begin, however, until after the seventh year.

These two loans complete the allocation of the pledge of aid of £30 million made by the British Government at the meeting of the Aid-India Consortium in Washington on April 21, 1965, as part of the British contribution towards the foreign exchange costs of India's Third Five Year Development Plan.

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Welcoming the safe arrival from the Scilly Islands of 5,000 daffodil blooms at Halifax International Airport, are (left to right) Mr. Richard Rabin and Mr. R. Kerr of Messrs. Eaton of Canada, and Mr. G. Ronald Latham, British Trade Commission, Atlantic Provinces, Canada. The blooms are the start of a new export to Canada and were less expensive than those from Vancouver, British Columbia.

British Embassy in Haiti

HER MAJESTY'S DIPLOMATIC SERVICE announce that the British Embassy in Haiti is shortly to be closed for reasons of economy, and the staff withdrawn. HM The Queen has approved the appointment of Mr. J. D. Murray, CMG, the High Commissioner at Kingston, Jamaica, as non-resident Ambassador at Port-au-Prince. Commercial correspondence for Haiti should be addressed to the British High Commission (Commercial Department) PO Box 393, Kingston Jamaica.

Hints to businessmen visiting Nigeria

A REVISED edition of the booklet on Nigeria has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F.56, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Accession of Bulgaria to the Lisbon text of the Industrial Property Convention

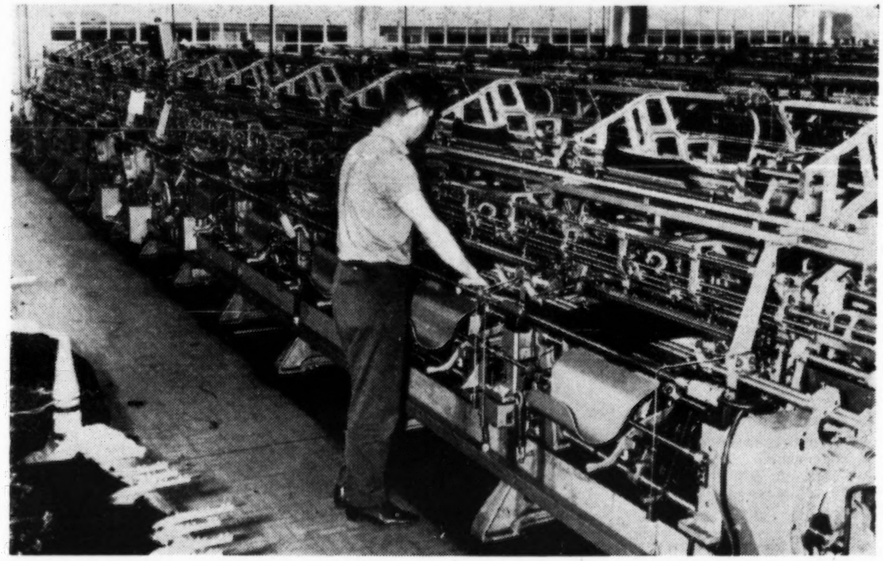
THE Government of the People's Republic of Bulgaria has given formal notice of its accession to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, and an Order in Council was made on April 6, 1966, declaring Bulgaria to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks. Hitherto Bulgaria has been a Convention country for the purposes of some, but not all, of the provisions of those Acts.

Copies of the Order (S.I. 1966 No. 396) may be obtained from the Sale Branch of the Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or from any branch of Her Majesty's Stationery Office, price 3d. each, by post 6d. each.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.



The world's most modern power knitting machines are seen in operation at the new Godalming factory of W. F. Paine Ltd. (Queen's Award winners 1966, see page 932). They are over 50 feet long and run at 80 rows a minute, making up to 12 garments at once. When Mr. E. C. Redhead, then a Minister of State at the Board of Trade, opened Paine's new factory last year he commented on the fact that seven out of every 10 garments were sold abroad. The Minister pointed out that if enough other British firms could match this export performance our balance of payments problems would be solved. Alan Paine, chairman and managing director, was awarded a CBE for his firm's export efforts in 1965.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ALGERIA

(76/66) Motor Cyclists' Clothing for Algerian Police. May 16. E.S.B. 15103/66.

ANGOLA

(78/66) Diesel Engines for Ports, Railways and Transports Department. June 7. E.S.B. 15409/66.

(79/66) Tin Ingots for Servico de Compras and Armagens. May 27. E.S.B. 15410/66.

BRAZIL

(75/66) Laboratory and School Equipment for Ministry of Education. June 7. E.S.B. 14591/66.*

BURMA

(79/66) Printing Paper for Burma Railway Board. June 1. E.S.B. 15420/66.*

(76/66) Extension of Pottery Plant for Industrial Development Corporation. May 31. E.S.B. 14775/66.*

Myanma Export Import Corporation:

(76/66) Bitumen. May 15. E.S.B. 14768/66 *

(76/66) Copper Wire. May 15. E.S.B. 14777/66.*

(76/66) Wire. May 15. E.S.B. 14759/66.*

(76/66) Soda Ash; Varnish. May 15. E.S.B. 14760/66.*

(76/66) Paper; Developer. May 15. E.S.B. 14767/66.*

(76/66) Glass Bottles. May 15. E.S.B. 14778/66.*

(76/66) Spirit Levels. May 15. E.S.B. 14779/66.*

(76/66) Steel Bars. May 15. E.S.B. 14758/66.*

(76/66) Spares for Centrifugal Pumps and Diesel Engines. May 15. E.S.B. 14781/66.*

(76/66) Grinding Wheels; Oil Stoves. May 15. E.S.B. 14757/66.*

(76/66) Iron and Steel Sheets and Plate. May 15. E.S.B. 14769/66.*

(76/66) Metal Tubing. May 15. E.S.B. 14770/66.*

(76/66) Gauge and Sampling Tubes. May 31. E.S.B. 14771/66.*

(76/66) Glass Bottles. May 31. E.S.B. 14772/66.*

(76/66) Pipes and Specials. June 30. E.S.B. 14774/66.*

(79/66) Brake Lining. May 15. E.S.B. 14776/66.*

CANADA

British Columbia Hydro and Power Authority:

(74/66) Circuit-Breakers. May 17. E.S.B. 14576/66.

(78/66) Valves and Control Equipment. June 7. E.S.B. 15180/66.

CANARY ISLANDS

(78/66) Road Works for Ministerio de Obras Publicas. (Pre-Qualification.) July 20. E.S.B. 15157/66.*

CEYLON

Ceylon State Hardware Corporation:

(75/66) Time Clocks. June 4. E.S.B. 14732/66.

(75/66) Files and Grinding Points. (Further Information.) Tender documents now available. E.S.B. 13949/66.*

(75/66) Paints for Ceylon Transport Board. May 25. E.S.B. 14734/66.

(76/66) Cable Laying for Government Electrical Undertakings. May 17. E.S.B. 14784/66.

(76/66) Envelopes for Government Stores Department. May 12. E.S.B. 14785/66.

(76/66) Water Supply Scheme for Ministry of Health. May 24. E.S.B. 14786/66.

(77/66) Water Supply Scheme for Ministry of Local Government. May 13. E.S.B. 14789/66.

(76/66) Motors and Starters for State Engineering Corporation of Ceylon. June 7. E.S.B. 14788/66.

COLOMBIA

(77/66) Diesel Generator for Instituto Nacional de Fomento Municipal. May 16. Tender documents (in Spanish) available. E.S.B. 15121/66.*

CYPRUS

(78/66) Crop Dryer for Tender Board. May 21. E.S.B. 15197/66.*

FORMOSA

Central Trust of China:

(76/66) Steel Pipe. May 12. E.S.B. 14797/66.*

(79/66) Lighthouse Equipment. May 12. E.S.B. 15442/66.*

(79/66) Fuse Links. May 20. E.S.B. 15480/66.*

(79/66) Testing Equipment. May 20. E.S.B. 15481/66.*

(79/66) Material and Parts for Construction of Rolling Stock. May 14. E.S.B. 15443/66.*

(79/66) Chlorinators and Level Indicators. May 13. E.S.B. 15446/66.*

(79/66) Boiler Plate and MS Angle. May 21. E.S.B. 15447/66.*

(79/66) Automatic Control Devices. May 16. E.S.B. 15449/66.*

(79/66) Valves and Fittings. May 18. E.S.B. 15476/66.*

(79/66) Wet Test Gas Meters. May 20. E.S.B. 15477/66.*

(79/66) Fork Lift Trucks. May 20. E.S.B. 15478/66.*

(79/66) Boiler Tubes and Fittings. May 19. E.S.B. 15479/66.

FRANCE

(79/66) Wrecker Truck for SHAPE, Paris May 18. E.S.B. 15194/66.*

GREECE

Helenic State Railways:

(75/66) Brake Shoes. May 13. E.S.B. 14725/66.*

(75/66) Telegraph Poles. May 13. E.S.B. 14723/66.*

Ministry of Trade:

(75/66) Wire Rope. May 18. E.S.B. 14722/66.*

(77/66) Workshop Equipment. May 20. E.S.B. 15149/66.*

(78/66) Cheque Issuing Machines. May 25. E.S.B. 15148/66.*

INDIA

(78/66) Sodium Hydroxide for Atomic Energy Establishment. May 16. E.S.B. 15198/66.

(77/66) Axle Facing and Centring Machine for Controller of Stores. May 27. E.S.B. 15120/66.*

(75/66) Clamping Press for Director General of Supplies and Disposals. May 24. E.S.B. 14720/66.*

(77/66) Guanidine Nitrate for Indian Drugs and Pharmaceuticals Ltd. May 16. E.S.B. 15135/66.*

(78/66) Forging Machine for Integral Coach Factory, Madras. May 12. E.S.B. 15124/66.

(77/66) Mobile Crane for Kerala State Electricity Board. May 23. E.S.B. 15131/66.

(79/66) Power Transformers for Maharashtra State Electricity Board. May 28. E.S.B. 15418/66.

(78/66) Elevators for Nagarjunasager Dam Project. (Further Information.) Closing date further extended May 14. E.S.B. 2970/66.

(77/66) Belt Conveyor and Belting for National Coal Development Corporation Ltd. May 16. E.S.B. 15119/66.

IRAN

Iranian State Railways:

(76/66) Bolts and Nuts. June 29. E.S.B. 14762/66.*

(76/66) Cutting Tips. June 29. E.S.B. 14761/66.*

(77/66) Wall Clocks. July 3. E.S.B. 15118/66.*

(78/66) Telegraph Equipment for Ministry of PTT. (Further Information.) Closing date postponed to June 11. E.S.B. 46186/65.*

IRAQ

Administration of Distribution of Oil Products:

(76/66) Petroleum Tankers and Trailers. (Further Information.) Tender documents now available. E.S.B. 13668/66.*

(76/66) Steam Boilers. (Further Information.) Tender documents now available. E.S.B. 13666/66.*

(75/66) Brick Factory for Board of the Estate Industries Company. (Further Information.) Closing date postponed to June 1, E.S.B. 1328/66.*

Central Foreign Purchasing Board:

(75/66) Laboratory Equipment. June 26. E.S.B. 14588/66.

(75/66) Digital Frequency Meter. May 29. E.S.B. 14589/66.

(75/66) Syringes and Needles. May 29. E.S.B. 14587/66.

(75/66) Surgical Dressings. (Further Information.) Tender documents now available. E.S.B. 13663/66.*

(75/66) Chemicals. (Further Information.) Tender documents now available. E.S.B. 13664/66.*

(76/66) Matting. (Further Information.) Tender documents now available. E.S.B. 13665/66.*

(76/66) Medical Equipment. June 5. E.S.B. 15112/66.

Directorate General of Planning and Design:

(75/66) Electrical Equipment. June 28. E.S.B. 14584/66.

(75/66) Electricity Transmission and Distribution Lines. May 31. E.S.B. 14583/66.

(76/66) Poultry Farm Projects for General Poultry Company. May 25. E.S.B. 15113/66.

(76/66) Asbestos Packing for Iraqi Ports Administration. May 12. E.S.B. 15101/66.

(75/66) Microscope for Ministry of Defence. May 28. E.S.B. 14719/66.*

Ministry of Municipal and Village Affairs:

(75/66) Sewers and Pumping Stations. July 31. E.S.B. 14586/66.

(75/66) Pumping Plant. July 31. E.S.B. 14585/66.

(76/66) Electrical Transmission Lines for Ministry of Municipal and Rural Affairs. June 7. E.S.B. 15102/66

(76/66) Laboratory Equipment for Ministry of Municipal and Social Affairs. July 3. E.S.B. 15114/66.

JORDAN

(78/66) Television Broadcasting System for Ministry of Information. (Further Information.) Closing date postponed to May 31. E.S.B. 32760/64.*

KENYA

(75/66) Telegraph System for East African Posts and Telecommunication Administration. (This tender has now been re-issued.) June 2. E.SB. 13179/66.

(78/66) Steel Tyres for East African Railways and Harbours. May 23. E.S.B. 15182/66.

KOREA

Office of Supply:

(78/66) Steam Generators; Steel. May 13. E.S.B. 15417/66.*

(78/66) Telecommunication Equipment. May 16. E.S.B. 15414/66.*

(78/66) Lubricants. May 11. E.S.B. 15415/66.*

(79/66) Chemicals. May 17. E.S.B. 15468/66.*

LEBANON

(79/66) Refuse Collecting Vehicles for Municipal Council, Beirut. July 6. E.S.B. 15423/66.*

(79/66) Stationery and Office Sundries for United Nations Relief and Works Agency. May 12. E.S.B. 15413/66.*

LIBYA

Central Tenders Board:

(76/66) Corniche Construction. July 4. E.S.B. 14751/66.

(76/66) Construction Work. (Further Information.) Closing date has been postponed to May 16. E.S.B. 7094/66.

(76/66) Hospital Construction. July 4. E.S.B. 14737/66.

(76/66) Hospital Construction. July 4. E.S.B. 14738/66.

(76/66) Medical Equipment. June 6. E.S.B. 14739/66.

(76/66) Construction of Distribution Networks for Electricity Corporation of Tripolitania. May 30. E.S.B. 14748/66.

(78/66) Expansion of Electrical System for Ministry of Public Works. June 20. E.S.B. 15193/66.

(76/66) Repairs to Water Reservoirs for Water and Soil Conservation Department. Closing date not known. E.S.B. 14740/66.

MALAWI

(77/66) X-ray Film and Equipment for Government Medical Stores. May 20. E.S.B. 15128/66.*

MALAYSIA

(76/66) Structural Steelwork and Cladding for National Electricity Board. June 15. E.S.B. 15109/66.

MOROCCO

Office National de L'Electricite:

(76/66) Power Line Equipment. May 31. E.S.B. 14794/66.

(79/66) Electrical Equipment. June 18. E.S.B. 15424/66.*

NETHERLANDS

(79/66) Dike Construction for Director of Zuiderzee Works. May 11. E.S.B. 15486/66.

NEW BRITAIN

(75/66) Forestry Exploitation for Supply and Tender Board, Konedobu, Papua. July 12. E.S.B. 14711.*

NEW ZEALAND

Auckland Hospital Board:

(74/66) Diesel Alternator Set. May 16. E.S.B. 14570/66.

(74/66) Hospital Extension. (Advance Information.) E.S.B. 14696/66.

, **(78/66) Switchgear** for Christchurch City Council. May 31. E.S.B. 15160/66.*

General Post Office:

(75/66) Cloth. May 11. E.S.B. 14708/66.*

(75/66) Wire. May 16. E.S.B. 14709/66.*

(75/66) Electric Lamps. May 16. E.S B. 14710/66.*

(78/66) Telephone Cable. May 24. E.S.B. 15183/66.*

(78/66) Cable. May 20. E.S.B. 15154/66.*

(74/66) Paper and Board for Government Printing Office, Wellington. May 11. E.S.B. 14580/66.*

(75/66) Cloth for Ministry of Works. May 18. E.S.B. 14590/66.

(74/66) Cable for Municipal Electricity Department, Wellington. May 19. E.S.B. 14581/66.*

(74/66) Electric Arc Furnace Equipment for New Zealand Steel Ltd. (Advance Information.) E.S.B. 14578/66.

PAKISTAN

(79/66) Hospital Equipment for Director of Supply, Dacca. May 12. E.S.B. 15483/66.*

(78/66) Civil Engineering Project for Port of Karachi. (Further Information.) Re-issue of tender, closing date now May 24. E.S.B. 32010/65.

(78/66) Consultancy Services for West Pakistan Industrial Development Corporation. (Pre-qualification.) E.S.B. 15475/66.

PHILIPPINES

(78/66) Power Station Equipment for National Power Corporation. May 17. E.S.B. 15401/66.*

REPUBLIC OF SINGAPORE

Housing and Development Board:

(78/66) Elevators. May 20. E.S.B. 15144/66.

(78/66) Elevator Plants. May 13. E.S.B. 15145/66.

SOUTH AFRICA

Cape Provincial Tender Board:

(78/66) Bandages. May 17. E.S.B. 15166/66.*

(78/66) Mechanical Horse. May 13. E.S.B. 15162/66.*

(78/66) Bus. May 13. E.S.B. 15163/66.*

(78/66) Bus. May 13. E.S.B. 15164/66.*

(78/66) Surgical Dressings and Sanitary Towels. May 17. E.S.B. 15165/66.*

(78/66) Hospital Furniture. May 17. E.S.B. 15167/66.*

(78/66) Hospital Furniture. May 20. E.S.B. 15168/66.*

State Tender Board:

(75/66) Laboratory Equipment. May 11. E.S.B. 14755/66.*

(75/66) Pharmaceuticals. May 12. E.S.B. 14594/66.*

(79/66) Gauges and Rollers. May 17. E.S.B. 15435/66.*

(78/66) Caravans for Transvaal Provincial Tender Board. May 13. E.S.B. 15177/66.

SPAIN

(78/66) Access Road to Airport for Ministerio Del Aire. May 25. E.S.B. 15175/66.

SUDAN

Central Electricity and Water Administration:

(76/66) Polythene Tubing. May 18. E.S.B. 14726/66.*

(76/66) Switchgear Ring Mains Units. May 17. E.S.B. 14727/66.*

(76/66) Water Tanks. May 21. E.S.B. 14729/66.*

(76/66) Electrical Equipment. May 22. E.S.B. 14730/66.*

(76/66) Diesel Engine for Sudan Railways. (Further Information.) Closing date postponed to May 16. E.S.B. 13374/66.*

TURKEY

(78/66) Bolt, Nut and Screw Making Machinery for Ground Forces Command. May 23. E.S.B. 15188/66.*

(78/66) Fire Fighting Accessories for Naval Forces Command. May 16. E.S.B. 15178/66.*

(77/66) Galvanization Installation for State Railways Administration. May 24. E.S.B. 15108/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(78/66) Weighing Bridges. May 28. E.S.B. 15186/66.

(78/66) Rails. June 20. E.S.B. 15187/66.

URUGUAY

Ministry of Public Health:

(75/66) Sewing Needles. May 11. E.S.B. 14716/66.

(75/66) Photographic Materials. May 11. E.S.B. 14715/66

State Oil Refinery:

(75/66) Hand and Machine Tools. May 17. E.S.B. 14717/66.

(75/66) Circuit Breaker. May 17. E.S.B. 14718/66.

(75/66) Windmills for State Waterworks. May 12. E.S.B. 14714/66.

VENEZUELA

(78/66) Highway Construction for Ministry of Public Works. (Further Information.) E.S.B. 14372/66.

(78/66) Water Treatment Plant and Equipment for Venezuelan National Institute of Water Works. May 13. E.S.B. 15153/66.

VIETNAM

(78/66) Miscellaneous Equipment for Central Purchasing Authority. May 17. E.S.B. 15171/66.*

ZAMBIA

Central Supply and Tender Board:

(75/66) Hospital Supplies. May 13. E.S.B. 14707/66.

(79/66) Surgical Dressings. May 20. E.S.B. 15432/66.*

(79/66) Mobile Dental Clinic. May 20. E.S.B. 15433 66.*

(79/66) Sheeting for Mattresses. May 20. E.S.B. 15434 66.*

The RLNS Tobruk, built by Vosper Ltd., Portsmouth, for the Libyan Government, and commissioned on April 20, is powered by two Davey Paxman 16 cylinder Ventura diesel propulsion engines giving her a cruising speed of 18 knots at a maximum governed output of 1500 revs/min.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria

(77/66) Inquiry for cutlery manufacturing machinery. E.S.B. 14883/66.

Australia

(77/66) Agency inquiry for automatic ticket issuing machines; automatic vending machines; coin handling equipment. E.S.B. 14853/66.

(78/66) Agency inquiry for flame resistant winceyette. E.S.B. 10314/66.

(76/66) Inquiry for suitcase handles and allied items. E.S.B. 14803/66.

(78/66) Inquiry for chemists' trade lines. E.S.B. 14688/66.

Bahamas

(79/66) Agency inquiry for stationery. E.S.B. 14933/66.

Belgium

(76/66) Agency inquiry for confectionery. E.S.B 15074/66.

British Guiana

(76/66) Inquiry for components for fibre suitcases. E.S.B. 11978/66.

Canada

(75/66) Inquiry for chemicals. E.S.B. 13406/66.

(75/66) Inquiry for department store goods. E.S.B. 6833/66.

Associated Electrical Industries Ltd. have produced a multi-lingual speaking clock for Dar es Salaam which will give the time in English and Swahili. This picture shows Miss Mary Wimbush (right) of the BBC Repertory Company and Mrs. F. T. Mandara, BSc. of Tanzania recording English and Swahili time tracks at AEI's Woolwich factory.

(75/66) Inquiry for department store goods. E.S.B. 14965/66.

(75/66) Inquiry for drill tubes; shafting. E.S.B. 14243/66.

(75/66) Inquiry for hospital equipment and instruments. E.S.B. 1886/2/65.

(77/66) Inquiry for artificial flowers; clothing; electric fires; foods; industrial containers; knitwear; sports equipment; steel. E.S.B. 13794/66.

(78/66) Inquiry for women's blouses. E.S.B. 15082/66.

China

(77/66) Method of trading. C.R.E. 1968/G.

Ecuador

(76/66) Agency inquiry for tractors. E.S.B. 10027/66.

Finland

(79/66) Agency inquiry for textile fabrics. E.S.B. 14885/66.

France

(74/66) Agency inquiry for knitwear and hosiery machinery. E.S.B. 14463/66.

(78/66) Inquiry for industrial equipment; wires and cables. E.S.B. 5254/66.

Germany, Federal Republic of

(78/66) Agency inquiry for leather clothing. E.S.B. 14824/66.

(75/66) Inquiry for meat. E.S.B. 9198/66.

(75/66) Correction – steel mill plant and equipment. E.S.B. 6582/66.

(76/66) Market report on babies' and children's wear. E.S.B. 10076/66.

Greece

(79/66) Agency inquiry for copper wires; insulations and coverings. E.S.B. 14969/66.

Iran

(77/66) Inquiry for air conditioners. E.S.B. 12670/66.

Iraq

(74/66) Inquiry for cookers; screw caps; valves. E.S.B. 14562/66.

Israel

(75/66) Agency inquiry for bookbinding, printing and packing machinery and supplies. E.S.B. 8695/66.

(75/66) Agency inquiry for electrical and household goods. E.S.B. 14482/66.

(75/66) Agency inquiry for labelling, packaging and printing equipment and materials. E.S.B. 14423/66.

(76/66) Agency inquiry for chemicals and raw materials. E.S.B. 14615/66.

(75/66) Inquiry for electrical appliances; hairdressing machinery. E.S.B. 14645/66.

(75/66) Inquiry for paints. E.S.B. 14450/66.

(75/66) Inquiry for jersey knitting and finishing machinery; jersey patterns. E.S.B. 14293/66.

(78/66) Inquiry for printed circuit board. E.S.B. 575/66.

Italy

(77/66) British Week in Florence – swimwear; underwear. E.S.B. 14918/66.

(78/66) Inquiry for animal foodstuffs; dogs and cats. E.S.B. 14903/66.

(78/66) Inquiry for cosmetic brushes. E.S.B. 39968/65.

Jamaica

(77/66) Agency inquiry for architectural ironmongery. E.S.B. 14837/66.

(78/66) Agency inquiry for hair nets. E.S.B. 14938/66.

(79/66) Agency inquiry for sports footwear; tennis racquets. E.S.B. 15060/66.

Jordan

(75/66) Agency inquiry for vehicle spare parts. E.S.B. 12376/66.

(79/66) Inquiry for consumer goods; electrical appliances; novelties; piece-goods. E.S.B. 14161/66.

Malaysia

(78/66) Inquiry for ovenware; turkeys. E.S.B. 15361/66.

(79/66) Inquiry for ice-making plant. E.S.B. 15094/66.

Mexico

(77/66) Agency inquiry for clothing; headgear; leather goods; novelties; smokers' requisites; toys. E.S.B. 14251/66.

Morocco/Sweden

(78/66) Trade Agreement. C.R.E. 8086/G.

Muscat and Oman

(79/66) Agency inquiry for building materials; domestic appliances. E.S.B. 14641/66.

Netherlands

(79/66) Inquiry for souvenirs. E.S.B. 14260/66.

Nigeria

(75/66) Federal Tenders Board Composition and Tenders Procedure.

MANCHESTER

An unusual form of loading was adopted recently when a Daimler bus was placed aboard the 'Manchester Commerce' at Manchester docks for Canada. From the quayside at Salford, the vehicle was carried in slung position by floating crane approximately one mile to No. 9 dock where the 'Manchester Commerce' was berthed. Here the vehicle was lowered into the ship's hold.

North America

(78/66) Department store buyers visit London. E.S.B. 2519/66.

Norway

(78/66) Inquiry for groceries. E.S.B. 15591/66.

Pakistan

(76/66) Agency inquiry for fire fighting equipment; general machinery; hospital and scientific equipment. E.S.B. 14428/66.

(78/66) Agency inquiry for hand tools; metals and scrap metal; ship's stores; workshop items. E.S.B. 14904/66.

Portugal

(78/66) Inquiry for tyre spreaders. E.S.B. 2141/66.

South Africa

(76/66) Agency inquiry for woollens and woollen mixtures. E.S.B. 14692/66.

(77/66) Agency inquiry for upholstery fabrics. E.S.B. 14861/66.

(79/66) Inquiry for office equipment and allied lines; stationery items. E.S.B. 15035/66.

Sweden

(77/66) Inquiry for glass fibre re-inforcing material; plasticizers, stabilizers. E.S.B. 15350/66.

Switzerland

(76/66) Agency inquiry for cord velvet piece-goods. E.S.B. 14875/66.

(77/66) Agency inquiry for carpets; furnishing fabrics. E.S.B. 14864/66.

Turkey

(75/66) Inquiry for power station equipment. E.S.B. 14621/66.

(76/66) Inquiry for chemicals; mining equipment; vehicles and machinery spares. E.S.B. 14250/66.

United States of America

(76/66) Agency inquiry for starters. E.S.B. 14160/66.

(75/66) Inquiry for gift articles. E.S.B. 14461/66.

(77/66) Inquiry for insulated copper wire. E.S.B. 14670/66.

(77/66) Inquiry for wind speed and direction indicators. E.S.B. 14879/66.

(78/66) Inquiry for leather. E.S.B. 14962/66.

(78/66) Inquiry for magnet wire. E.S.B. 14901/66.

(79/66) Inquiry for chamois skins. E.S.B. 14697/66.

USSR

(78/66) Inquiry in respect of computers. E.S.B. 15092/66.

Venezuela

(76/66) Inquiry for printing industry machinery and chemicals. E.S.B. 14095/66.

(77/66) Inquiry for cotton thread. E.S.B. 14436/66.

(80/66) Inquiry for industrial equipment, packaging machiner; plastics working machinery. E.S.B. 15683/66.

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THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

BENELUX

Renewal of Benelux trade agreements

A NOTICE published in the Netherlands *Economische Voorlichting*, No. 15, of April 13, 1966, summarizes the position of the Benelux trade agreements as at **April 1, 1966.**

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition the following agreements are still valid:

Country	Validity of Agreement
Austria	April 1, 1966 – March 31, 1967.
Denmark	December 1, 1965 – November 30, 1966.
Israel	September 1, 1965 – August 31, 1966.
Japan	Entered into force on April 10, 1962.
Morocco	July 1, 1965 – June 30, 1966.
Norway	May 1, 1965 – April 30, 1966.
Portugal	October 1, 1965 – September 30, 1966.
Rumania	October 1, 1965 – September 30, 1966.
Spain	April 15, 1965 – April 14, 1966.
Sweden	March 1, 1966 – February 28, 1967.
Switzerland	April 1, 1966 – March 31, 1967.
Tunisia	April 1, 1966 – March 31, 1967.
Yugoslavia	July 1, 1965 – June 30, 1966.

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendment should be made to the Turkish import list published in the *Board of Trade Journal* on January 28, 1966 (pages 201-208).

Global import quotas

Quota Serial No.	Tariff Statis. No.	
435	90.28	NEW QUOTA Fathometer/fish locator. (Exclusively for the requirements of the manufacturers of aquatic products.) A new Importers' Quota of $1,000 is transferred to this item from Serial No. 417. (The quota will be at the disposal of the Ministry of Commerce.)

AUSTRIA

Increase in customs duty on hens' eggs

THE AUSTRIAN *Bundesgesetzblatt* of March 15, 1966, publishes a Government decree supplementing the Customs import duty for hens' eggs classified under tariff heading 04.05 A as follows: Where the Customs value is below 957 schillings per 100 kg. the Customs import duty on hens' eggs classified under tariff heading 04.05 A is increased from 320 schillings per 100 kg, by the difference between 957 schillings and the Customs value per 100 kg. The increased Customs import duty may not, however, exceed 960 schillings per 100 kg. This Decree came into force on March 16, 1966, and expires on September 30, 1966. Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 458 and 459).

IRISH REPUBLIC

Imports of raw tomatoes

THE MINISTER FOR AGRICULTURE in the Irish Republic has announced that under the Tomatoes (Regulation of Import) Order, 1948, the importation of raw tomatoes will be prohibited, except under licence, as from May 7, 1966, until further notice.

EL SALVADOR

Exchange control

THE BRITISH EMBASSY in San Salvador has reported that the Central Bank of El Salvador now stipulates that each request for authority from the Exchange Control Department to remit foreign currency must include:

a non-negotiable copy of the invoice;
a copy of the bill of lading;
a copy of the order;
a copy of the advice of the arrival of the merchandise.

This regulation came into force on April 15.

ARGENTINA

Exemptions and reductions of surcharges

UNDER THE TERMS of Argentine Government Decree No. 843 of February 7, machines, apparatus, instruments and spare parts and pieces thereof, which are imported by the Argentine iron-working industry, are exempt from the payment of import surcharges. Combustibles, raw materials and other products for the same purpose are made subject to reduced rates of duty. In all cases importers who are interested must make application to the Argentine Ministry of State for War, who will certify that the merchandise to be imported is specifically for use in the iron-working industry.

INDUSTRIAL FILM CATALOGUE

The 1964-65 edition of the Central Office of Information industrial catalogue Films for Industry *contains 793 films and 43 filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including 182 new films, 112 of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. post free.

BOLIVIA

Customs tariff amendment

In the *Board of Trade Journal* dated April 8, 1966, page 814, under 'Bolivia', the sub-headings of 45.04 – Agglomerated cork . . . should read as follows:

Tariff No.	Description	Unit	Rate of Duty		Additional Tax *Ad val* c.i.f.
			specific Ps +	*Ad val* c.i.f.	
			(Where of duty	applicable are shown in	old rates brackets)
45.04	Agglomerated cork (being cork agglomerated with or without a binding substance and articles of agglomerated cork)				
3.	Plates and sheets				
3.02	Produced in a form distinct from those in the previous subpart (3.01)	—(KG)	—(4.00)	10%	15%

CANADA

Value for duty on horseshoes

The Canadian government have issued an Order in Council PC 1966-544 dated March 23, 1966, pursuant to Section 37A of the Customs Act, prescribing that the value for duty of horseshoes from the United Kingdom of Great Britain and Northern Ireland, as determined under Section 36 of the Customs Act, be reduced by deducting therefrom an amount equal to 18 per cent of the said value.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2698).

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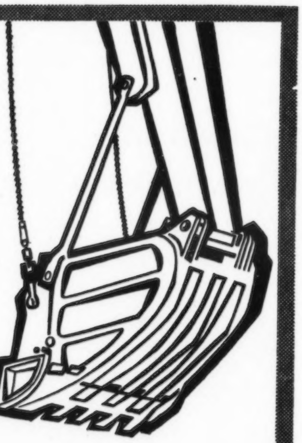

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URUGUAY

Import restrictions

HM Embassy at Montevideo report that according to announcements in the local press the temporary import restrictions imposed in October 1965, and subsequently extended until April 18, have now been prolonged until August 31. A number of items have been released from restrictions, however, and may now be imported, subject to the regulations covering import into Uruguay of raw materials and capital goods:

31.009	Pedigree poultry for reproduction
31.015	Pedigree cattle for reproduction
31.016	Pedigree rabbits for reproduction
31.021	Pedigree horses for reproduction
31.029	Pedigree otters for reproduction
31.033	Pedigree sheep for reproduction
31.045	Pedigree swine for reproduction
32.034	Hand operated levers; cable and chain tackles
33.078	Radar equipment
33.117	Radio-Electric broadcasting equipment
33.120	Television transmission equipment
36.099	Generators and generating motors
36.100	Electric generating sets
36.198	Transformers of over 100 KVA capacity
37.204	Incubators, hatcheries and brooding machines
40.004	Accessories and spare parts for bookbinding
40.052	Accounting machines using perforated cards, their spare part and accessories
40.053	Accounting machines with electrical circuits for coupling perforators and machines for reading tapes and cards and their spare parts and accessories
40.061	Electronic accounting machines and their spares and accessories
40.082	Drawing materials—i.e. drawing charcoal; school compasses shading stumps; moulding sticks; calipers
40.087	Photographic stencils for duplicating machines
40.107	Perforators, readers and feeders of cards, tapes and accounting cards for coupling to electronic accounting machines and equipment
40.111	Slide rules
41.027	Pumps for liquids
41.036	Water-tube boilers with working pressure of over 40 kilos per sq.cm.
41.065	Cotton carders
41.108	Locomotives, wagons and railway motor coaches
41.138	Industrial sewing machines and their components
41.150	Printing machines
41.153	Machinery for Industry
41.156	Machinery for the dairy industry
41.159	Machine tools for industry
41.168	Road making machinery
41.182	Grinding mills for mixing rubber and resins, with two or more cylinders, and over 300 mm. diameter and 700 mm. long
41.183	Crushing mills
41.184	Hammer mills for agricultural use
41.195	Motors
41.198	Motors for ships
41.339	Fuel pumps
41.348	Turbines
41.351	Electric elevating and/or fixed-platform trucks of over 1,000 kilos capacity
41.354	Railway gang trolleys
49.111	Cargo—lifting vehicles

Any inquiries relating to this Notice should be addressed to Export Services Branch of the Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

CUBA

Liquidation of the Banco Territorial de Cuba SA

HM Embassy in Havana report that the Cuban Ministry of Foreign Affairs has announced that the activities of the Banco Territorial de Cuba SA terminated on March 15, 1966. Creditors of the bank must make their claims within the period of 90 days from March 15.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2290), quoting reference CRE 2013/G7.

VENEZUELA

Import licensing restrictions on electrical transformers

By Resolution No. 1557 issued by the Venezuelan Ministries of Finance and Development on April 4, 1966, and effective from the same date, import licensing restrictions have been imposed on electrical transformers.

Tariff No.	Description	Duty in Bolivars
721-01-03-2	Up to 100 kilograms each	0·50
721-01-03-3	Up to 1,000 kilograms each	·16
721-01-03-9	Over 1,000 kilograms each	·08

JAPAN

Liberalization of imports

The Japanese government have announced that from April 1, 1966, further additions have been made to the commodities for which import licences are freely issued. They are as follows:

Tariff No.	Description
1805	Cocoa powder, without added sugar (not exceeding 2,260 grammes in weight per package excluding the weight of a container).
2944-1	Streptomycin.
5101-1	Yarn of man-made fibres (continuous), containing more than 50 per cent by weight of synthetic fibres (excluding polyvinyl alcohol fibres, polyvinyl chloride fibres and vinylidene chloride fibres), or acetate fibres.

All commodities under headings 1805 and 5101-1 are now liberalized; under heading 2944-1 penicillin remains unchanged in the negative list. Inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 or 461).

CEYLON

Private foreign investment

The Board of Trade have received from Ceylon a copy of the White Paper on the Ceylon Government's policy concerning private foreign investment. A copy of this White Paper can be seen at Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642).

AUSTRALIA

Tariff Board inquiry

The Australian Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **alloy steel and high carbon steel** (Tariff Item 73.15). This reference has been made following local industry and Departmental requests.

Details of the above-mentioned Tariff Item are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 17.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 896/66.

Revision of customs By-laws

The Australian Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
WETTING SOLUTIONS, prepared for use with contact lenses	34.02	Free

New Period By-laws

The following goods will be admitted under By-law provided they are entered as set out below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
YARNS: Polyester, exceeding 250 denier, to which paragraph 51.01.92 applies . . . . . provided the goods are entered for home consumption on or before June 30, 1966.	51.01	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
SODIUM LAURYL SULPHATE, in powder form, pharmaceutical quality	34.02.000	10%
SURFACE-ACTIVE AGENTS, organic, and surface-active preparations . . . . but not including: ethylene oxide condensation products with alkyl phenols sulphonated oils sulphonated oils compounded with alkalis, silicates or soap for use in the textile industry for the purpose of assisting penetration and giving an even finish in the dyeing process, under security.	34.02.000	10%
WETTING SOLUTIONS, as used with contact lenses . . . . By-law entry will be allowed for these goods provided they are in direct transit to Australia on February 24, 1966, and are entered for home consumption within 21 days after importation: or in bond in Australia on February 24, 1966, and are entered for home consumption on or before March 25, 1966.	34.02.000	10%
GLASS ENVELOPES, for valves and tubes falling within paragraph 85.21.91	70.11.900	Free
PAPER: For use in the manufacture of waxed paper, under security . . . . By-law entry will be allowed for these goods provided they are in direct transit to Australia on March 3, 1966, and entered for home consumption within 21 days after importation: or in bond in Australia on March 3, 1966, and entered for home consumption on or before April 1, 1966.	48.01.910	$52 per ton

(*Continued on next page*)

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of March 18 issue.

AUSTRALIA, *continued*

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on April 15, 1966.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
70.13	Glassware not falling within item 70.19, of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses:				
70.13.1	Heat-resisting glassware for cooking purposes:				
70.13.110	Ovenware having a f.o.b. price of $1·25 per dozen units or more	40% and a temporary duty of $0·15 in respect of each separate piece of glassware contained in the goods	12½% and a temporary duty of $0·15 in respect of each separate piece of glassware contained in the goods	60%	50%
70.13.99	Other:				
70.13.991	Tumblers (other than those of toughened glass) having a capacity of 5 fluid ounces or more and having a f.o.b. price not exceeding $0·50 per dozen.	30%, or if higher $0·083 per doz.; and a temporary duty of an amount per doz. equal to $0·15 less than the amount, if any, by which the f.o.b. price per doz. exceeds $0·35	5% and a temporary duty of an amount per doz. equal to $0·15 less the amount if any, by which the f.o.b. price per doz. exceeds $0·35	$0·30 per doz. units	$0·30 per doz. units less 10%

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 7), published as Rhodesia Notice No. 238 of April 15, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

Goods	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
First schedule				
Ex 331(2) Trays of papier-mache, expanded plastic or cellular plastic, having moulded contours but being otherwise flat; designed solely as liners or inner packing for trade containers and having no specific secondary use				
By the deletion of the duty, viz. *ad val*	20%	12½%	10%	Free
and by the substitution of the following duty. *ad val*	10%	2½%	Free	Free
By the insertion of the following item:				
Ex 331(2) Diamond dust and powder, not in bulk; and abrasive pastes containing diamond dust or powder being unsuitable for use as jewellery *ad val*	10%	2½%	Free	Free

(Britain pays the Column B rate of duty)

The goods specified below are suspended to an extent sufficient to reduce such duties to the effective rates shown. The provisions shall be deemed to have come into operation on April 1, 1966, and shall only have effect in respect of those goods which are entered for consumption on or before August 31, 1966.

Goods	Duty A	Duty B	Duty C	Duty D
Ex 331(2) Metal springs for clothes pegs . *ad val*	10%	2½%	Free	Free

(Britain pays the Column B rate of Duty)

IRAQ

Hotel accommodation will be short

THE sixth Arab Petroleum Congress will be held in Baghdad from November 12-20, 1966. It is likely to attract several hundred delegates and consequently available hotel accommodation will be severely extended. It would, therefore, be unwise of any British businessman to visit Baghdad during that month unless he has booked in advance and received confirmation of his booking. Even so, the possibility of the Iraqi authorities commandeering accommodation cannot be discounted.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of March 24, 1966 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions:

Tariff No.	Description
19-08 A II a	Dry biscuits, not containing cocoa or containing less than 20 per cent of cocoa.
19-08 A II b	Dry biscuits containing 20 per cent or more of cocoa.
Ex 19-08 B I	Rusks, not containing salt or containing salt or gluten.
19-08 B II	Pastrycooks' wares (fresh and industrial)
69-08	Glazed setts, flags and paving, hearth and wall tiles.

Existing orders for the products of Tariff No. 19-08 could be admitted quota-free until April 1, 1966 and for Tariff No. 69-08 until April 24, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479-81).

Imports of parts of footwear

THE ALGERIAN *Journal Officiel* of March 24, 1966, announced that as from that date imports of parts of footwear of any material (except metal) of Tariff Nos. 64-05A, 64-05B I and 64-05B II would be the responsibility of the semi-state buying organization GICP (*Groupement Professionel d'Importation des Cuirs et Peaux*). It will be recalled that responsibility for such imports was originally given to another semi-state organization, GIAC (*Groupement d'Importation Algerien de la Chaussure*) (see *Board of Trade Journal* of November 11, 1965, page 1191 and December 25, 1964, page 1387).

The address of GICP is 30 rue Edgar Quinet, Algiers.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479-481).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

TUNISIA

Global import quotas for 1966

THE TUNISIAN *Journal Officiel* of April 1-5, 1966, announced the opening of the following quotas for the import of goods from all countries in 1966:

Tariff No.	Description	Quota (in dinars)
04.02	Preserved milk	900,000
04.03	Butter	270,000
04.04	Cheese	350,000
04.04 B	Raisins	15,000
08.03 B 08.05 D 08.12 B	Dried fruits	90,000
08.06 A 08.06 B	Apples and pears	P.M.
08.01 D	Bananas	P.M.
08.01 C	Common dates	P.M.
09.01 A	Unroasted coffee	800,000
09.02 A 09.02 B	Tea	1,800,000
09.04 A	Pepper	200,000
12.01 A 20.06 B	Groundnuts (roasted and unroasted)	50,000
17.01 B	Sugar	3,000,000
13.01 A 33.06 F	Henna	25,000
13.02 B 13.02 C 13.02 E	Gum (gum arabic, other gums, balsams)	25,000
40.11	Rubber tyres, tyre cases, inner tubes and tyre flaps	1,500,000
48.01 A 48.09	Paper and paper board, in rolls or sheets	2,500,000
53.11 B	Woollen fabric (other than blankets)	600,000
55.09	Cotton fabrics	1,800,000
61.06	Shawls, scarves, mufflers, mantillas, veils and the like	P.M.
62.02	Bed linen, linen for table, toilet, office and kitchen; curtains and other furnishing articles	60,000
62.03	Sacks of jute and cotton	100,000
63.01	Secondhand clothing	400,000
51.04 56.07	Woven fabrics of synthetic or artificial fibres	1,900,000
	Footwear:	
(a)	Women's, leather	3,000 pairs
(b)	Men's, leather	2,000 pairs
(c)	Children's, leather	2,000 pairs
(d)	Rubber slip-on shoes	1,000 pairs
(e)	Rubber working boots for men	22,000 pairs
	Sports footwear:	
(a)	Leather	4,000 pairs
(b)	Dancing slippers	2,000 pairs
(c)	With vulcanized rubber soles	4,000 pairs

Note: P.M. = Pour Memoire (Quota may be allotted if necessary).

Except for preserved milk, butter, cheese, raisins, apples and pears, bananas, common dates, unroasted coffee, tea, pepper, sugar and second-hand clothing, to which particular regulations apply, importers were to have made applications for their share of these quotas within 21 days of the date of publication.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479-81).

Temporary suspension of duty

THE TUNISIAN *Journal Officiel* of March 25-29, 1966, announced the suspension, until December 31, 1966, of customs duties on the importation into Tunisia of acid oils for the manufacture of soap of Tariff Nos. 15-02, 15-07 E, 15-10 and 15-12.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

TANZANIA

Import licensing regulations

GENERAL NOTICE NO. 742, published in the United Republic of Tanzania *Gazette* dated April 15, makes the following amendment with effect from April 12 to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section 4 – Animal and vegetable oils and fats.
Division 41 – Animal oils and fats.
411 3 0 Fat – tallow.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

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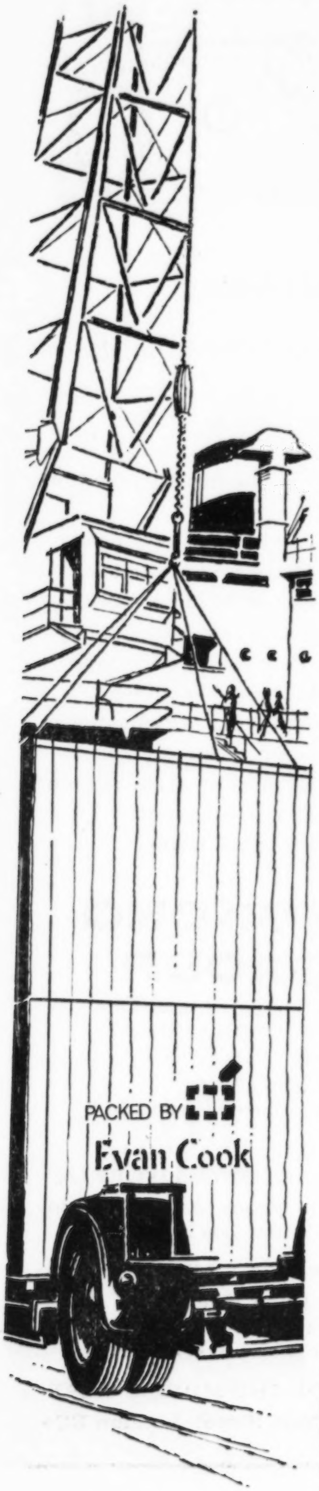

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EAST AFRICA

Customs tariff amendments

In a notice published in the *Board of Trade Journal* on April 15 (page 860) reference was made to certain tariff changes in East Africa. Details of these changes, which took effect from April 6, are now available, and the amended duties are as follows:

FIRST SCHEDULE

Item No.	Article	Import Duty
24	(Uganda only): Sugar, refined or unrefined including jaggery	Per 100 lb. Sh. 23
24	(Tanzania only): Sugar, refined or unrefined including jaggery	Per 100 lb. Sh. 20
39	Clothing and blankets: (b) Cardigans, jerseys, jumpers, pullovers, shirts, singlets, slipovers and undervests	Each Sh. 3 (or 40% *ad val.* whichever is the greater).
	(d) Garments, made up, other, n.e.s.	Each Sh. 3 (or 40% *ad val.* whichever is the greater).
40	Fabrics: (a) (i) Cotton, grey and unbleached	Per sq. yd. Sh. 1 (or 40% *ad val.* whichever is the greater).
	(ii) Cotton, other	Per sq. yd. Sh. 1/25 (or 40% *ad val.* whichever is the greater).
	(iii) Man-made fibres	Per sq. yd. Sh. 1/25 (or 40% *ad val.* whichever is the greater).
	(iv) Silk	Per sq. yd. Sh. 2/75 (or 40% *ad val.* whichever is the greater).
40	(Uganda only): (c) Knitted	Per lb. Sh. 3/30 (or 40% *ad val.* whichever is the greater).
40	(Tanzania only): (c) Knitted, n.e.s.	Per lb. Sh. 3/30 (or 40% *ad val.* whichever is the greater).
61	(Tanzania only): (b) Motor bicycles, power-driven bicycles and motor tricycles, including sidecars therefor	*Ad val.* 30%
61	Delete sub-item (c) and substitute the following new paragraph: (c) Passengar-carrying motor cars, n.e.s., including motor vehicles commonly known as estate cars, station wagons, motor caravans, mini-buses and similar dual purpose or general purpose vehicles:	
	(i) Of an engine capacity not exceeding 1,800 cubic centimetres	*Ad val.* 30%
	(ii) Of an engine capacity exceeding 1,800 cubic centimetres but not exceeding 2,300 cubic centimetres	*Ad val.* 40%
	(iii) Of an engine capacity exceeding 2,300 cubic centimetres	*Ad val.* 50%
	(iv) Parts of such vehicles imported for local assembly into complete vehicles by a vehicle manufacturer approved by the Minister for the purpose of this sub-item	*Ad val.* 25%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

MOROCCO

Customs tariff modification

The Moroccan *Bulletin Officiel* of February 23, 1966, announced that the customs duty applicable upon importation to neutral glass containers (Tariff No. 70-10 A3 a), neither cut, ground nor decorated, except by simple moulding, of a capacity of less than 260 centilitres, destined exclusively for the manufacture, and subsequent sale to the public, of pharmaceutical products made in Morocco by authorized manufacturers, has been reduced from 80 per cent to 10 per cent. This applies only to goods imported as orders for authorized manufacturing concerns and taken directly to their factories. Production of the concerns' accounts may be later required as evidence of use of the goods.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479-81).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

Customs tariff application list No. 412, published in the Republic of South Africa *Government Gazette* of April 22, states that the Board of Trade and Industries have received an application for increase in duty on staples of the following types, classified under items 73.31.20, 74.14.20 and 83.05.30 of the customs tariff, from 20 per cent *ad valorem* to the rates indicated:

(a) Standard size office-type staples, based on 5,000 staples per box: specific duty of 19 cents per box less 50 per cent of the f.o.b. price or 20 per cent *ad valorem*, whichever duty is the greater; and

(b) Industrial staples used in pneumatic guns, based on 5,000 staples per box; specific duty of 48 cents per box less 50 per cent of the f.o.b. price, or 20 per cent *ad valorem*, whichever duty is the greater.

Those British trade organizations thought to be interested in this application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 905/66.

Customs tariff changes

Government notices R530 and R531, published in the Republic of South Africa *Government Gazette* of April 7, set out the following amendments to the Republic's customs tariff:

Tariff Heading		Statistical Unit	Rate of Duty		
			General	MFN	Preferential
R.530 39.02.40	Styrene polymers and copolymers: By the substitution for sub-heading 39.02.40.25 of the following:				
39.02.40.23	Acrylonitrile-styrene in blocks, lumps, powders and similar bulk forms	lb.	Free		
39.02.40.25	Other, in blocks, lumps, powders and similar bulk forms . .	lb.	20%		
R.531 73.40	Other articles of iron or steel: By the substitution for sub-heading 73.40.69 of the following:				
73.40.69	Fasteners for transmission and conveyor belts:				
.10	Identifiable for use with conveyor belts . . .	lb.	5%	3%	Free (UK)
.90	Other	ib.	5%		Free (UK)

ZAMBIA

Customs tariff application

The first secretary (Commercial) at Lusaka has reported that the Zambian Ministry of Commerce and Industry have received an application for increase in customs duty on wire nails as detailed below:

Description of Commodity	Tariff Item	Rates of Duty
Nails, wire	87 (2)	Present Free Requested *ad val.* 20% or per lb. 2d. whichever duty shall be the greater

Trade organizations or firms wishing to make representations should submit their representations in writing to the Permanent Secretary, Ministry of Commerce and Industry, PO Box 1968, Lusaka, to reach the Ministry before May 13, 1966.

Trade organizations or firms desiring further information should telephone the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, Abbey 7877, Ext. 2253, as early as possible, quoting CRE 912/66.

LEBANON

Customs tariff

The following amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for collection	Normal Tariff
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):		
	(b) Transmission, conveyor or elevator belts and belting for agricultural and industrial machinery (2)	*ad val.*	Free
	(c) Other	*ad val.*	18%
	(2) N.B. Exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.		
39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl choroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):		
	(b) (2) Transmission, conveyor or elevator belts and belting for agricultural and industrial machinery (2)	*ad val.*	Free
	(b) (3) Other	*ad val.*	18%
	(2) N.B. Exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.		
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber):		
	(b) Transmission, conveyor or elevator belts and belting for agricultural and industrial machinery (2)	*ad val.*	Free
	(c) Other	*ad val.*	18%
	(2) N.B. Exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.		
39.07	Articles of materials of the kind described in headings Nos. 39.01 to 39.06:		
	(f) Transmission, conveyor or electric belts and belting for agricultural and industrial machinery (1)	*ad val.*	Free
	(g) Other	*ad val.*	18%
	(1) N.B. Exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.		

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

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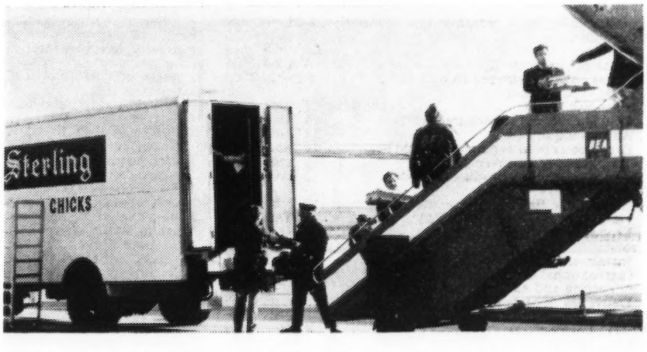
The Lebanese *Official Gazette* No. 22 of March 17, 1966, announced the prohibition of the importation of firecrackers or any other inedible material made to look like sweets. All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/659/G.



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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly ; 6-M = every six months.

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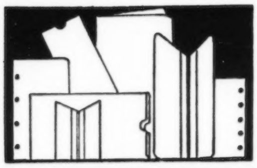

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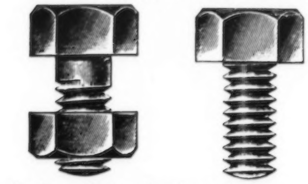

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